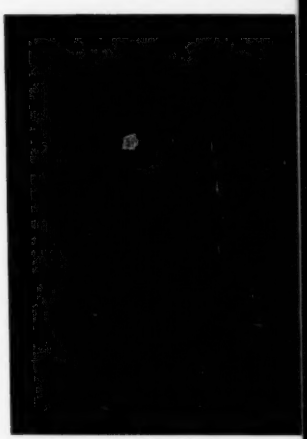
A U.S. DEPARTMENT OF COMMERCE W

UNIVERSITY MICROFILMS INC
313 N FIRST STREET
ANN ARBOR MICHIGAN
CR MAY

International Commerce

December 7, 1964

Yugoslavia – Trade Mission finds opportunity in land of contrasts



Business Bulletins *from around the world*

ARGENTINA—Additional 5% temporary surcharge applicable to nearly all imports, to have been effective only until Oct. 31, 1964, will remain in effect until Oct. 31, 1965.

AUSTRALIA—State of Western Australia to throw open 180,000 square miles—nearly one fifth of state—from Nov. 16 for pegging of manganese claims. Discovery of some small, high-grade deposits in area suggests larger deposits of lower-grade ore. Ban on manganese leases existed since Aug. 18, 1958, when vast area was declared Ministerial reserve.

Western Australia has had best flow of oil to date. West Australian Petroleum, Pty., Ltd., reports oil flowed at rate of up to 1300 barrels a day at its Yardarino No. 3 well in Perth Basin. Yardarino is about 40 miles from Geraldton on northwest coast. New company formed in Melbourne for further prospecting of tin holdings in Tasmania. Company's holdings are around Mount Bischoff, once foremost producer of tin in Australia, which ceased operations after World War II because of difficulties experienced in recovering tin and low prevailing prices for the metal.

BELGIUM—Collateurs Automatiques, S.A., subsidiary of Thomas Collators, Inc., opens plant at Boussu to manufacture its line of automatic collators. Marketing to be handled by Thomas Collators Europe, S.A., joint U.S.-Belgian venture.

Chemstrand Engineering Co., Inc., Wilmington, Del., division of Monsanto Chemical Co., opens branch in Brussels.

Badische Anilin und Soda Fabrik, A.G., leading German chemical concern, to form Belgian subsidiary, erect factory at Antwerp. Representing investment in excess $50 million, facilities to make synthetic fertilizer, material for manufacturing synthetic textile fibers.

Ford-Werke A.G., German subsidiary of Ford Motor Co., opens new plant at Genk. Plant to produce models of Taunus 12 M line.

Morgan Guaranty Trust Co. has approval to open Antwerp branch with full range of banking facilities. Branch intended primarily to service U.S. banks.

Retail price index for October climbed 4% over the October 1963 level.

FRANCE—Economic activity during 1966-70 period expected to increase approximately as follows: GNP, 5%; per-capita consumption, 3.5%; capital outlays, 5%; imports, 9.6%; exports, 9.4%.

During first half 1964, production of cement rose to 10,304,000 mt., 29% increase over corresponding period 1963.

GUATEMALA—Rendering plant to produce tallow, animal concentrates on commercial basis established near Escuintla. The $300,000 installation to initially produce 1 million lb. of tallow per month; can expand to 3 million lb. per month. Within next year, production should replace most, of not all, tallow imports, which amounted to $1.4 million dollars in 1963—all from U.S.

IRAQ—New Iraqi Social Security Law providing benefits to all persons receiving salary, regardless of profession, issued. Benefits include incapacitation, old age pensions—payable to heirs; unemployment, sickness, maternity, job-incurred injury compensation; compensation to widows, orphans.

JAMAICA—Jamaica Industrial Development Corp. announces that country now exports telephone equipment. First shipment made recently to Panama consisting of 15 private automatic branch exchanges. They are first products of the newly-established ITT Standard Electric of Jamaica, Ltd. Company is constructing modern $112,000 factory in Yallahs area. Plant equipment expected to cost additional $112,000. Company has employed about 15 persons so far, plans to expand staff to 70 next year. ITT Standard is approved enterprise under Industrial Incentive Law, which provides income tax holidays, other concessions. Plant manufactures telecommunications equipment for local market and export to Caribbean, Latin American countries.

NIGERIA—Pioneer certificate issued to new industrial venture, Nasco Jute Factory (Nigeria), Ltd., which will manufacture sacks using locally-grown kenaf. The $5.6 million project results from experiments carried out for several years on feasibility of producing adequate supplies of jute, kenaf, other fibers. Project to be joint venture of Italian manufacturing firm and Northern Nigeria Development Corp.

PAKISTAN—In feasibility report submitted to Government, Frederic R. Harris, Inc., consulting engineers of New York, recommends setting up permanent port at Mangla near present Chalna Anchorage in East Pakistan. Chalna Anchorage presently handles about two-thirds of total jute exports of East Pakistan. The Harris Co. also prepared Master Plan for development of area during next 20 years.

SWITZERLAND—Provisional membership in General Agreement on Tariffs and Trade (GATT) extended for additional period of three years. Country became provisional member of GATT on Nov. 22, 1958.

Trans World Airlines to move its international communications center from Geneva to Zurich next summer. Company to install two UNIVAC-418 computers at new headquarters to speed transmittal of communications.

THAILAND—Ministry of Economic Affairs orders liquidation of Capital Life Assurance Co. of Thailand (The Nakron Luang Assurance Co.), reportedly country's largest life insurance company, because of financial insecurity, other internal structural reasons. Estimated obligations to company's approximately 10,000 policy holders exceed $1.5 million.

TURKEY—Significant discovery of antimony ore reportedly made in Nigde Region. Exploration, development being conducted by Turkish firm, Rasih ve Ihsan Madencilik Skti. Further work will be required to determine possible tonnage, grade of ore.

U.S. Department of Commerce

Luther H. Hodges
Secretary

Franklin D. Roosevelt, Jr.
Under Secretary

Thomas G. Wyman
Assistant Secretary for
Domestic and International Business

Eugene M. Braderman
Director,
Bureau of International Commerce

George Donat
Administrator, Business and
Defense Services Administration

Frederic S. Otis
Managing Editor

America A. W. Favale
Director of Graphics

Annual subscription $16.00 ($5.00 additional for foreign mailing). Single copy 35 cents. Domestic subscribers desiring airmail service must remit $22.00 additional for postage. Make remittance payable to the Superintendent of Documents and mail either to any Department Field Office or to the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C., 20402. Address changes should be sent to the Superintendent of Documents.

Address correspondence concerning editorial content to: The Editor, International Commerce, U.S. Department of Commerce, Washington, D.C. 20230.

Expressions herein from private sources are meant to stimulate thought toward the solution of problems confronting the international businessman and to provide constructive suggestions, but they are personal opinions. Contents of this publication are not copyrighted unless so indicated. Noncopyrighted materials may be reprinted freely. Mention of source will be appreciated. Use of funds for printing this publication approved by the Director of the Bureau of the Budget on May 24, 1961.

the cover

The new highway, motel and apartment building are becoming more frequent sights in Yugoslavia these days as that nation attempts to keep up the industrial momentum developed in the last 10 years. A U.S. Trade Mission recently visited Yugoslavia and found her well developed in comparison with some newer countries, less advanced than highly industrialized nations. Her stability and determination help bolster a potential for U.S. sales. See mission report, pages 2-23.

International Commerce

Published by BUREAU OF INTERNATIONAL COMMERCE

December 7, 1964 Volume 70, Number 49

FEATURES

2 U.S. businessmen urged to cultivate vigorous Yugoslav market, where U.S. construction and mining machinery already are top sellers

24 European Coal and Steel Community says EEC steel industry won't meet 1965 goal of 8.9 million metric tons; German stores plan major sale of U.S. goods

25 Americans aren't realizing full potential of New Zealand market, says commercial attache; optimism about general business situation is high

28 Neil Hurley, in Stockholm, gets royal treatment, hears Prince Bertil, brother of King, talk pridefully of technological development in Sweden

WORLDWIDE BUSINESS OUTLOOK

29 Business activity in Panama, after slump in 3rd quarter, shows rally; some businessmen expect no real improvement until tax reform takes shape

35 Dutch economy continues strong showing in 3rd quarter; several U.S. firms announce plans for investments and joint ventures; industrial activity brisk

TRADE FAIRS AND CENTERS

38 Germans show liking for U.S. costume, semi-precious jewelry, especially if the style is simple; Frankfurt Trade Center exhibit scheduled next winter

FOREIGN GOVERNMENT ACTIONS

41 Dominican Republic takes further steps to limit rate of imports; move is part of austerity campaign to conserve foreign exchange, increase revenues

U.S. GOVERNMENT ACTIONS

43 Approved U.S. exports to Eastern Europe drop to $13.8 million in 3rd quarter; agricultural shipments make up almost half of the total figure

INVESTMENT OPPORTUNITIES

44 Many Yugoslav manufacturers seek licenses and joint ventures to make variety of U.S. goods; trade mission finds 33 offers of collaboration

WORLD TRADE OPPORTUNITIES

47 Several countries seek bids
48 Leads for exporters
56 Additional bids sought
57 International representation
59 Leads for importers
61 New trade lists
62 Construction projects
63 Visiting buyers and officials

New Books and Reports, page 64

Here's what members of a U.S. Trade Mission learned

"Yugoslavia's new seven-year plan for continued industrialization should alert U.S. engineers to consider this progressive market.

"Industry in Yugoslavia was nationalized after World War II. Physical plant facilities were turned over to the many socially owned manufacturing and utility enterprises and . . . were adapted and changed according to their needs. Tremendous progress has been made . . . since that time."

—Ralph Pierce

Yugoslav

Although this nation is a land

By ROBERT WILBOURN
Mission Director

Yugoslavia is expected to import about $1.2 billion worth of goods in 1965, the major portion of which will come from Western Europe—principally Italy, England and the Federal Republic of Germany.

WILBOURN

The United States will supply something less than $200 million worth, including Public Law 480 wheat shipments.

At present, Yugoslavia is a producer-goods market with the exception of food imports necessary to counterbalance the series of poor wheat harvests since the war.

The Yugoslavian market has been virtually ignored by private American enterprise during the decade of great industrial developments from 1954 to 1964 and U.S. commercial travelers are not much in evidence in Belgrade, Zagreb, Ljubljana and Sarajevo today.

U.S. participation in the industrial

about doing business in Yugoslavia

"Postwar industrialization in Yugoslavia has brought forth a booming demand for housing and factory construction, hydroelectric plants, steam plants, roads and highways.

"This demand in turn generates a vital need for efficient construction equipment and tools, and a ready market for U.S. manufacturers—although they must face tough Yugoslav and European competition."

—H. V. Appen

"While the oil production rate has increased rapidly, so also has consumption. The need for producing more oil continues. It is in this area that U.S. business could participate.

"Equipment urgently needed includes rotary rigs capable of 12,000-foot depths, pumps, portable power generating units, electrical and radio logging apparatus, and seismic equipment including sophisticated analytical apparatus."

—Donald Dunlop

". . . this pulsating economy provides an increasing market for domestic and imported products . . . and for better packaging.

"For the U.S. businessman with scope, interested in developing new markets or new sources, for the man wanting to deal with a rapidly growing economy, for the man who wants to work with people who are known for strict compliance with agreed terms—Yugoslavia presents an excellent market to investigate."

—H. H. Loeffler

"Yugoslavia's electronics market is not totally closed to foreign traders and manufacturers. Opportunities exist, both for the direct sale of equipment and finished products and for licensing agreements and joint venture operations.

"Overall production is increasing rapidly. Excellent opportunities exist for the sale of laboratory and production test equipment, as well as equipment for automatic production of components."

—Harold Harris

promise needs cultivation

of contrasts, her stability and determination bolster a potential for U.S. sales

development of Yugoslavia, however, is seen in the rolling mills, petrochemical plants and modern meat production facilities, to mention only some of the areas in which U.S. aid has been wisely spent, where Export-Import Bank loans have helped create industries and where Development Loan Fund grants have been used to harness the hydroelectric resources of the country.

Now is the time

The United States, during the period following the first rupture in the united front of international communism, invested some $2½ billion in the economy of Yugoslavia. This massive aid program was terminated at the end of 1963. In 1964, Yugoslavia seeks trade, not aid.

Yugoslavia is described as representing many stages of economic development. It is understandable that the Yugoslav may picture his country as underdeveloped to an American banker and as well advanced to someone from a less developed country. Neither is a misrepresentation. Yugoslavia is well developed in comparison with many newer nations but less advanced than highly industrialized nations.

The country today is at a point in its industrialization where further large increments of capital investment are necessary to maintain the momentum developed during the past decade. Lacking such capital investment, the country must consolidate on the industrial base now in existence—which would be tantamount to turning back the clock—or create a more attractive climate for private foreign investment or appeal to Western money markets for technical and economic help.

Under its constitution, foreign ownership of the means of production is illegal. The attitude of the Government and of the enterprises is flexible, however, and they are seeking ways to attract venture capital.

The United States has had a most-favored-nation treaty with a Belgrade government since 1881. The treaty was originally signed with the kingdom of Serbia, as modern Yugoslavia did not come into existence until 1918. Therefore, there are no more restrictions on trading with Yugoslavia than with other countries in the free world. There is no more difficulty in traveling to or in Yugoslavia than in most of its Western neighbor countries. The land of the South Slavs has not been a major trading partner, however, and remains today in a position of relatively minor importance in our overall trading position.

Balance of payments picture

The recent U.S. Trade Expansion Mission was told frequently by all levels of management that Yugoslavia's exports to the United States must be increased significantly in order that basic capital equipment may be purchased with dollar exchange. The U.S. balance of payments with Yugoslavia is in the ratio of 4 to 1 in our favor. However, this figure is misleading in that the Public Law 480 wheat purchases for dinars are included.

An actual ratio would be closer to 6 to 5.

The overall balance of payments question is clearly a problem but it is one which Yugoslavia has not faced realistically. Although Yugoslavs express concern over the imbalance, they are not yet taking all the steps necessary to correct it. Generally the sales effort in the United States by the major Yugoslav exporting enterprises is meager at best. The Yugoslav attitude toward promotional activity

IT MAY LOOK A LITTLE LIKE PITTSBURGH OR GARY, but the scene actually is the Zenica steel plant in Yugoslavia. At left is one of the blast furnaces.

and aggressive selling is often negative, and in many instances is based upon the view that the U. S. buyer should seek out the seller.

The problem is further complicated by the basic lack of productive capacity in industries most suitable for extensive promotion in the U.S. market. The wine industry is an example.

Yugoslavia is one of five leading producers of wine in the world but because of lack of organization among the vineyards, sufficient quantities of a standard wine cannot be produced to be of interest to the major U.S. importers—in spite of the fact that Yugoslav wine is widely considered as being of superior quality.

In the socialist world Yugoslavia clearly has been a pace setter in the revision of doctrinaire Marxist economics. The profit motive, the free interplay of market forces, competition and the emergence of managerial class are all more reminiscent of a capitalist society than of a communist state. It is true that economic planning on a Federal and Republic level is still practiced but only in laying out broad social and economic objectives.

The enterprise has great flexibility and freedom of action in product development, production planning and distribution. Specifically, the Federal planners are now in the process of determining the emphasis to be placed on economic development in 1965 through allocation of hard currency foreign exchange to the various sectors of the economy. The result of this allocation will, in effect, delineate the areas where aggressive U.S. selling will pay off.

ACTION AT IVO LOLA RIBAR machine tool factory interests U.S. businessmen. From left to right are tour guide and Mission members H. V. Appen, Donald D. Dunlop and Bendeguz Viragh. Boy in background is the son of a factory employee, attending a factory-sponsored industrial school on the premises.

Opportunities for U.S. firms

The number of U.S. firms represented in Yugoslavia is about 50 and the number of salesmen calling on Yugoslavian enterprise is insignificant. The reports appearing on the following pages point up five market areas examined in detail by the businessmen members of the 1964 Trade Expansion Mission to Yugoslavia. If the country continues its present rate of economic development, these areas will offer opportunities to U.S. industry for increased sales.

As with so many countries striving for rapid economic development, Yugoslavia is a land of contrasts. President Tito has described it as a moderately developed country and this appears to be an accurate description. It is not, however, applicable to all segments of the economy. For example, in Nis, a leading industrial center, a modern television factory stands surrounded by postage-stamp-size farms cultivated by methods that were old in Roman times.

Tourism is tops

The most popular subject at meetings with economic chambers, with Government officials and with the press was tourism. In 1964, Yugoslavia expects to earn about $90 million in hard currency

from the tourist industry and in the next few years hopes to derive a major source of foreign exchange through promotion of tourism.

The first foreign participation was a contractual agreement with Pan American Airways for management and operation of the Esplanade Hotel in Zagreb. Many similar opportunities for U.S. participation in development of such facilities exist in many parts of the country. In general, hotels do not meet western standards in heating, plumbing, meals and transportation facilities. Markets for such U.S. products and services will develop as the tourist industry expands.

Secondary sales

Secondary benefits—sales of U.S. construction and roadbuilding equipment—will depend on the emphasis the program receives. Even though the details of the 7-year plan are not yet available, it is the view of many officials interested in development of tourism that increased foreign exchange will be allocated to this potential dollar earner.

Ultimately any market must be viewed in terms of the stability of the institutions which support it. Yugoslavia has been described as a country with seven borders, six republics, five nationalities, four languages, three religions, two alphabets and one boss. In the long period preceding World War II the country was the very personification of the Balkan state, but since the present administration took over in 1944 stable government and strong leadership seem to have unified the diverse ethic and cultural backgrounds. Certainly under the present leadership there is no question of stability or of Yugoslavia's determination to meet her international commitments and responsibilities.

United States policy favors more trade with Yugoslavia

U.S. has encouraged situation in which Yugoslavia preferred to strengthen ties with West

Because of the interest of many businessmen in the political side of U.S. relations with Yugoslavia, an avowedly Communist country, excerpts from two speeches by Secretary of State Dean Rusk on U.S.-Yugoslav relations are given below.

The first is a statement before the select committee on Export Control, House of Representatives, Feb. 5, 1962.

"We have encouraged a situation in which Yugoslavia has preferred to strengthen its ties with the West and weaken them with the East. Less than 30% of its trade is with the Soviet bloc. Its sources of capital, raw materials, training equipment, spare parts, and even military supplies are largely in the West. We know that this is desirable, and that it has produced tangible benefits for this country.

"The alternative which is sometimes urged is to treat Yugoslavia in our trade and other policies as a member of the Soviet bloc. Such an alternative would be sterile and defensive, without the promise of real gain. We believe the question answers itself as to whether we would prefer that the Yugoslavs fall back into dependence on the Soviet bloc and thus reorient their country toward the East. We are convinced that the present policy, supported by three administrations and fully tested by time and events, is effective and in the interests of this country."

A MINER PAUSES in his labors at the Rasha coal mines, near Pula in Croatia. Annual production in this coal-rich region runs to about 850,000 tons.

The second is from an address by the Secretary of State at a luncheon of the Economic Club of Detroit, Cobo Hall, Detroit, Mich., last Sept. 14.

"Let us recall that we assisted Yugoslavia when Tito asserted its nationhood in defiance of Stalin in 1948. Let us remember that he stopped the use of Yugoslavian soil for the guerrilla agression against Greece, that he reached an agreement with Italy on Trieste, that 75% of his trade is now with the West, that thousands of Yugoslav workers hold jobs in Western Europe, that Yugoslavia is not a member of the Warsaw Pact, that it has developed its own economic structure in which most of its farmland is in private hands."

A COMPLEX OF NEW APARTMENT BUILDINGS rises in residential development at the edge of Belgrade.

the author

Robert Wilbourn is Assistant Director of the Trade Missions Program of the Department of Commerce. With the Department for three years, Wilbourn has served with the U.S. Government for 16 years. His business experience includes three years as superintendent of an oil production operation and market survey work in West Africa for a U.S. manufacturer.

MEMBERS OF U.S. TRADE MISSION, accompanied by officials and guides, tour Yugoslav port of Rijeka.

U.S. Trade Mission to Yugoslavia

A U.S. Trade Expansion Mission to Yugoslavia, sent by the Bureau of International Commerce to Belgrade, Zagreb, Ljubljana and Sarajevo Oct. 3-31, developed 306 specific opportunities for U.S. companies. These leads are reported in the World Trade Opportunities and Investment Opportunities sections of this issue of International Commerce.

Mission members interviewed almost 300 Yugoslav businessmen, many of whom expressed interest in one or more of the 362 Business Proposals the Mission took along from U.S. firms. Twenty-two plants were visited.

Reports from the five business members, the Trade Development Officer and the Mission Director are presented on these pages.

U.S. exporters must understand Yugoslavia's commercial system

Traders entering this hospitable and expanding market need to consider several special characteristics

By BENDEGUZ VIRAGH

Trade Development Officer

Each of the trade opportunities for Yugoslavia listed in this issue of INTERNATIONAL COMMERCE is the result of individual interviews and discussions by the Mission members with responsible traders and manufacturers from the Yugoslav business community. Each is a definite expression of their immediate business interests.

VIRAGH

These proposals, in spite of the relatively large number of opportunities involved, present but a brief glance at a rapidly growing and virtually untapped market. Yugoslavia, in her present stage of development and with her ambitious plans for industrialization, needs many industrial and consumer goods that are not now being produced in the country and must be imported.

Priorities are given to imports of industrial equipment and machinery, production facilities and, in general, goods considered necessary for the industrialization programs. U.S. goods are known and respected for their quality.

Firms approaching the Yugoslav market and establishing trade relations with Yugoslav enterprises must consider certain characteristics of the country's commercial system which may, at times, be discouraging and which will cause serious consequences if completely ignored.

The customer

All trade and manufacturing in Yugoslavia, except small artisan workshops, farms and stores that employ less than five persons, is undertaken by the so-called social enterprises. Social enterprises are owned by society but are managed with a great degree of autonomy by the workers themselves.

All decisions regarding production, sales, purchases and pricing are reached by workers' councils, small groups of individuals elected by their fellow workers to conduct the affairs of the organization.

Professional management is provided by a general manager or director general appointed by the workers' council, usually on the basis of his competence, and charged with the responsibility of controlling the administrative and/or technical operations of the enterprise. While major decisions rest with the workers' council, the professional managers or representatives of the enterprise may be given almost carte blanche to conduct their own negotiations on behalf of the organization.

Must be registered

Enterprises participating in foreign trade must be registered with the Government. This includes both manufacturers and foreign trade agencies, some of which reveal a striking similarity to our combination export managers and export-import houses. Registration has already been extended to over 400 enterprises, and, in spite of the stringent and conscientiously enforced requirements, the number is steadily growing.

Requirements vary with the specific fields of industry. They all prescribe certain basic conditions such as the availability of a minimum working capital to conduct foreign trade and a minimum annual turnover of about $50,000; technical competence in a certain field of operations, and—possibly surprising to the U.S. businessman—a minimum of 10 employees experienced in and capable of conducting foreign trade negotiations.

Although these requirements do not guarantee the competence of an enterprise, U.S. traders can be assured that these firms are sufficiently staffed and

capitalized to undertake a reasonable amount of foreign trade projects. An added assurance and encouragement also may be given to businessmen by the fact that Yugoslav traders enjoy an excellent reputation for living up to their contracts and obligations in their dealings with foreign firms.

Market restrictions

Yugoslavia's relative shortage of foreign exchange and its programs to expand its industrial power have brought about two major measures that regulate all imports into the country and guide them in desired directions.

Trade organizations and manufacturers interested in imports must obtain import licenses from the Government for all purchases abroad. These licenses are grouped into five categories which establish definite priorities for essential or less essential goods.

In general, the enterprises seldom encounter any difficulties in obtaining licenses for purchases of industrial equipment, such as machinery, tools and spare parts; construction and farm machinery, and goods and services which contribute to the industrialization and development programs of the country.

With one major exception, tourism, import licenses will not be issued for consumer goods which compete with those manufactured in Yugoslavia.

Yugoslavia's foreign exchange shortage also is responsible for exchange controls and the enterprises desiring to purchase abroad also must turn to the Government for funds necessary to cover their orders. Licenses do not guarantee foreign exchange allocation, although most licenses are followed by at least some allocation of exchange necessary to act on the initial permit to import.

In practice, foreign exchange is allocated annually by the Federal banks. Allocation is made to specific enterprises based on existing Government policies and the proposals of the enterprises themselves, limited by the same restrictions as licenses. Once the exchange has been allocated for a particular purpose, for a commodity or a group of commodities, Yugoslav enterprises are free to buy and trade without further restrictions.

Some freedom of action recently has been granted to the traders by allowing them to retain and use at will a part of the foreign exchange earned through their individual commercial transactions.

A notable exception to the license and foreign exchange controls exists with respect to products and commodities required for or associated with the country's young but expanding tourist trade, and licenses are granted liberally for consumer goods utilized in the industry.

Although many Yugoslav trading enterprises will have obtained a license and the necessary foreign exchange before entering into serious negotiations with their American counterparts, U.S. firms should make certain that these requirements have been met prior to consummating any business arrangements.

U.S. faces competition in Yugoslav market

Methods of trade

Licenses and foreign exchange controls have been successful in defining the types of commodities imported into Yugoslavia. They have also brought about a system of barter with which Yugoslav traders have already experienced considerable success in several of the Western European countries. While unusual and somewhat cumbersome, trade by barter is the key to many areas of the Yugoslav market and should be considered by any U. S. firms seriously thinking of doing business in this country.

If, for example, an enterprise finds itself in need of equipment or machinery for plant modernization or expansion, or in need of raw materials and semifinished products, yet has no available foreign exchange to pay for its purchases, the enterprise may offer payments in the form of finished or assembled products, production time and facilities, or in the form of goods purchased from a third party.

Thus, U.S. suppliers of machinery or machine tools may be confronted by Yugoslav enterprises desiring such equipment but offering to make payments in the form of the actual goods manufactured by those very same machines. In addition, a manufacturer licensing a certain production method may be offered royalty payments in the form of quantities of salable goods.

It is also possible that a supplier may be offered payment only in the form of a product completely unrelated to his general field of business and that no sales will be consumated unless these arrangements are accepted. And, a seller of woodworking machinery may be fortunate enough to be compensated through a shipment of excellent wine and brandies or through an equally appetizing load of hams or other meat products.

The difficulties of such arrangements may make it desirable for U.S. exporters to deal through U.S. based combination export managers and export-import houses in a position to dispose of the Yugoslav products shipped as payment for some of our exports.

Yugoslav goods produced for export are of good quality and could find ready acceptance in many areas of the U.S. market. Examples are leather and leather products, textiles, furniture

Government representation

The Government of Yugoslavia maintains commercial offices in the United States at the following addresses:

San Francisco, 3030 Pacific Ave.; Chicago, 188 West Randolph St.; New York, 816 Fifth Ave.; and Pittsburgh, Farmers Bank Bldg.

The Yugoslav Embassy in Washington, D.C., is located at 2410 California St., NW.

The United States Government maintains an Embassy in Belgrade and a Consulate General in Zagreb.

and, of course, the wines and brandies. U.S. firms accepting these products must be prepared to promote and advertise them on their own, as Yugoslav firms have not taken active steps to acquaint the U.S. public with their goods.

U.S. firms entering this market also may find it necessary or advantageous to conduct their sales efforts through Yugoslav agencies. Many foreign trade firms and also manufacturers, including some of those listed in this issue, are willing to act in such a capacity. Since the use of resident American agents or representatives is not permitted, all such arrangements must be conducted through the Yugoslav enterprises.

Other foreign trade practices, such as shipping, labeling and other administrative details, are similar to those applicable to any other European country. Bank guarantees are available from the Yugoslav National Bank or the Foreign Trade Bank. Payments are made through letters of credit, irrevocable or conditional, depending on the particular situation.

Yugoslavia's trade practices may present some problems for the U.S. exporter, but the difficulties are not insurmountable. Arrangements to overcome them may be cumbersome and in some instances, time consuming. However, they constitute a small price for entering a basically hospitable, relatively new and constantly expanding market.

the author

Bendeguz Viragh is Special Assistant to the Director of the Commercial Intelligence Division of the Commerce Department's Bureau of International Commerce. With the Department for the past four years, Viragh was formerly export manager for a Washington, D.C. foreign trade firm.

Yugoslav trek from farm to city steps up market for packaging materials, handling equipment

Chances for obtaining import permits seem especially good in food industry; Government urges suppliers to export more

By H. H. LOEFFLER

President, Exeter Paper Co., Inc., Chicago

Yugoslavia.

What is the first thing that comes to mind when you hear or read that word? Marshal Tito, of course.

LOEFFLER

But what is the second thing? An area in which, after the upheavals of World War II, things have settled back into a semidormant state, bypassed by the startling economic developments in other parts of Europe?

If that is your concept, you will have the surprise of your life within hours after arrival in any of Yugoslavia's major cities. You will see burgeoning industrial and commercial activity. You will see a variety of consumer goods and people buying. Coupled with Yugoslavia's efforts to increase its exports, the demand for more and better consumer goods points to sales possibilities for packaging materials and handling equipment.

From farm to city

Before World War II, 75% of the population was engaged in agriculture. Today 50% is employed in industry and the trek to the city is continuing. Major labor migration from farm to city is just as much a problem there as elsewhere.

Yugoslavs are free to move to the city —and better living and working conditions, the 42-hour week, and the bright lights attract a continuing migration from the farm. About 85% of arable land is under private ownership. Maximum acreage permitted to the individual owner is 10 hectares (approximately 25 acres). The national average for individually owned farms is 15 acres. In Yugoslavia as elsewhere this is no longer an economic, viable farm unit except for family subsistence plus relatively small amounts to be sold on the open market.

The additional labor force fresh from the farm is untrained, but all major factories have training programs and before long the unskilled ex-farmer is a skilled or semi-skilled industrial worker, earning more than he ever could on the farm.

A change from a 45-hour to a 42-hour week is almost complete. The working day is eight hours five days a week plus one Saturday a month, or six seven-hour days a week.

Money to spend

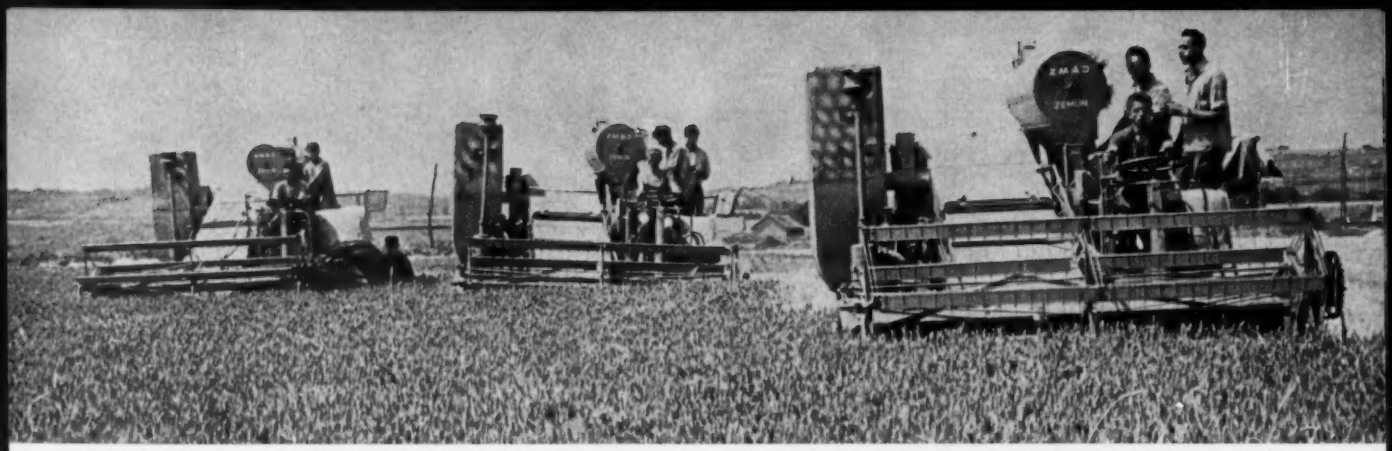
If he has any do-it-yourself skills, such as carpentry, he can do a little "moonlighting" to earn extra income. As income taxes are low—no tax on the first million dinar a year—his disposable income (national average 490,000 dinars yearly) now includes some discretionary income and he becomes a consumer of products other than basic food, simple clothing and shelter. The process is accelerated by liberal consumer credit established by anyone with regular employment.

This in turn provides a further stimulus for the economy, a continuing increase in the demand for more and better clothing, for such items as radios and television sets. One plant alone produced 250,000 TV sets, 300,000 radios and 200,000 transistors in 1964, and has a production increase of 20% scheduled for 1965. The overall annual income in industrial production is about 14%.

For better packaging

Regardless of Government or community ownership of all enterprises employing more than five people, this pulsating economy provides an increasing market for domestic and imported products—and therefore for equipment to increase production, to reduce handling and distribution cost—and for better packaging.

For the U.S. businessman with scope, interested in developing new markets or



FARMERS IN FIELDS near Smederevo harvest crop with combines. (Photos by Yugoslav Information Center, World Bank, Intercontinental Hotels, USIS.)

new sources, for the man wanting to deal with a rapidly growing economy, for the man who wants to work with people who are known for strict compliance with agreed terms—Yugoslavia presents an excellent market to investigate.

Problems, competition

Not that there are no problems, no competition. The problems are primarily financial and until Yugoslavia improves her balance of payments the market for consumer products in general and nonessential packaging materials in particular will be small.

The final judgment and decision as to whether the essentiality of product warrants making foreign exchange available rests with the National Banks. While the banks, like all business enterprises with more than five employees, are Government institutions, their directors are motivated by sound principles of business, economics and international finance, and they base their decisions on the requirements of the national economy and current availability of foreign exchange.

The Yugoslav Government attempts to balance its imports and exports with each country and is urging its business enterprises to make greater efforts to increase their exports.

As short-term obligations fall due in the next few years, Yugoslavia faces a particularly difficult international payments situation. The domestic economy is vibrant, however, and the Yugoslavs are confident they will be able to overcome their problems.

This is not a sellers market. Most U.S. equipment and materials will face competition from both Western and Eastern Europe, from whom long term credits for capital goods are generally extended.

Nevertheless, U.S. packaging know-how, equipment and materials are held in such high esteem that it can be assumed they will be welcomed in the Yugoslav market if they are considered essential for the economy.

As U.S. packaging equipment and materials are designed for the U.S. market, they are best suited for packaging items for export to the United States. Chances for obtaining import permits appear particularly good in packaging equipment and materials for the food industry.

U.S.-style self-service stores have become tremendously popular and new supermarkets, requiring equipment and material for prepacking all types of food products, are under construction.

Yugoslav pork products in general and hams in particular have worldwide quality acceptance and present one of their best export possibilities. It is anticipated that investing in appropriate equipment and materials before long will generate foreign currency in amounts many times greater than the value of the investment.

Initially, hygiene regulations for production of meat products there did not quite satisfy stringent U.S. specifications. Under the supervision of U.S. inspectors appropriate improvements have been made with the result that eight plants have so far been certified as meeting U.S. standards.

Four of these are in the independent Province of Vojvodina, the heart of the pork area. Other changes in process are expected to result in four or six additional approved plants in the near future.

Cans for hams

Another difficulty in satisfying U.S. demand was the traditional shape and construction of U.S. canned hams. Certain plants are now packing their excellent products in U.S. style cans.

With an average annual increase of 11% in the gross national product and the resulting improved standard of living there is an incipient market for convenience foods such as sliced bacon involving the need for slicing machines, films, pouches and controlled portion vacuum packaging machines.

One plant alone produces a million chickens annually and is scheduling substantial increases, offering a considerable prepacking potential.

As lively interest was expressed in shrink-packaging techniques, it may be anticipated that a market for shrink tunnels and shrink film can be developed.

Yugoslavia is the fourth largest wine producer in the world. Its fruit juices are known and popular. Appropriate equipment for packaging apricot, cherry, prune, tomato and other juices for export is in demand. The same applies to equipment and materials for packaging whole prunes.

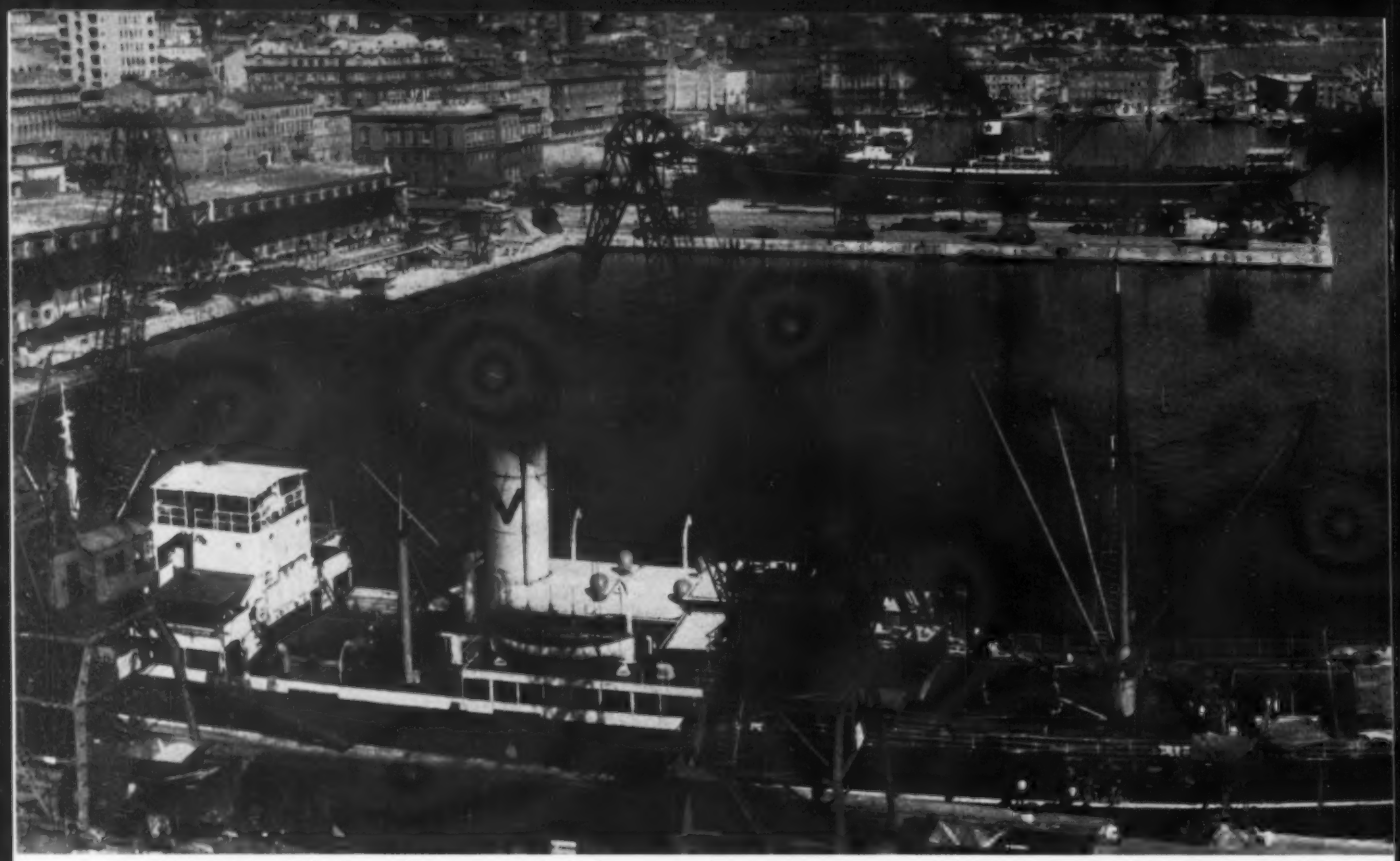
Yugoslav chocolates are considered among the best in Europe. The Yugoslavs realize that, as in all other consumer products they wish to export, the point-of-purchase appeal of the package must be designed for American acceptance and that internal packaging must comply with U.S. Food and Drug Administration regulations. A demand can be developed for sound functional equipment and decorative material for packaging candies.

Fewer bottles

Milk cartons are still in the minority but a trend away from bottles is underway. Current production of suitable board is insufficient for domestic consumption. Therefore, a market exists for such specialty board. Tetra Pak has been introduced and is now used in certain dairies.

The textile industry in Yugoslavia is very active. There is demand for suitable films for yardgoods and for appropriate packing materials for finished shirts, dresses, raincoats and suits.

There are large electronic factories which may either ship complete units such as transistor radios and components for radio or TV production in the United



BIG SHIPS DOCK at Rijeka (Fiume), largest Yugoslav harbor for commercial and passenger transport. World Bank loan of $30 million aided improvements.

States where packaging materials suitable for the electronics industry are required.

A polyethylene extrusion plant has been in operation in Yugoslavia for some time but, as in the United States, applications for polyethylene and other packaging films are increasing rapidly, with the result that demand soon should exceed supply by a substantial margin.

Considerable interest was expressed in materials handling equipment—especially in palletization for better utilization of warehouse space and reduced handling costs.

Committees help

Two very active committees serve as focal point and clearing house for all packaging and materials handling information and as an excellent funnel through which information regarding new equipment and materials can be made available to Yugoslav industry. They are:

The Packaging Coordinating Committee of the Yugoslav Federal Economic Chamber, Kneza Mihajla 10, Belgrade; and the Packaging Committee for Slovenia, Center for Trade and Packaging, Gosposvetska cesta 2, Ljubljana. Their reference libraries are perused by interested Yugoslav manufacturers. U.S. manufacturers of packaging and materials handling equipment and materials will be well advised to put these two organizations on their mailing lists for brochures of new products.

To increase interest in U.S. equipment and materials it is also highly advisable to send them, on loan, educational films showing such equipment and material in operation.

Many manufacturers expressed a willingness to arrange seminars for visiting U.S. businessmen interested in the Yugoslav market. Given two or three weeks advance time, they will call meetings of potential users of such equipment and materials.

The potential for exporting packaging materials and packaging and materials handling equipment to Yugoslavia may be summarized as follows:

To conserve scarce dollar and other foreign exchange, the Yugoslav Government will approve dollar payment only for equipment and material required to produce exportable products or for essential domestic usage.

Competition from Western—particularly the Federal Republic of Germany—and Eastern Europe is keen but U.S. leadership in packaging technology is recognized and U.S. packaging equipment has market preference.

The Yugoslav Government and industry are making strenuous efforts to improve their capital-labor ratio by adopting Western technology and by acquiring labor-saving capital equipment.

Export possibilities may be divided into short- and long-range categories—for the short range, packaging equipment of all types, but particularly for meat products, fruit juices, fruit and vegetables; materials handling equipment; board for milk cartons, and films for food packaging in supermarkets to supplement domestic production; for the long range, various packaging materials required by consumer industries based on an improved standard of living in a competitive economy.

the author

H. H. Loeffler's firm specializes in decorative paper and other packaging materials including plastic film laminations and coatings. He has traveled extensively abroad and speaks German and French. In June 1962 he was the only American invited to attend and address the first meeting of the European Packaging Federation in Budapest.

Chances in Yugoslavia for sales of U.S. electronics production equipment, finished products

Opportunities also exist for licensing agreements and joint ventures, as nation's output increases rapidly

By HAROLD HARRIS

Vice President, Channel Master Corp., Ellenville, N.Y.

Opportunties for export of electronic products to Yugoslavia must be considered in terms of the country's severe balance of payments problems.

HARRIS

Importation of consumer products is limited and other categories of commodities already produced in Yugoslavia in considerable quantities also are restricted. Yugoslavia's electronics market, however, is not totally closed to foreign traders and manufacturers. Opportunities exist, both for the direct sale of equipment and finished products and for licensing agreements and joint venture operations.

Overall production is increasing rapidly. Excellent opportunities exist for the sale of laboratory and production test equipment, as well as equipment for automatic production of components. Opportunities also exist for licensing agreements. Moderate production is underway in entertainment-type transistors, diodes and silicon power transistors.

AM, AM/FM, multiband tube radios and tube televisions are produced under a Philips license. Receiving tube production, also under a Philips license, is concentrated in a small number of fast moving types. Less popular types are imported.

Television set production is concentrated on the 23-inch cathode ray tube, which is imported in large quantities at extremely competitive prices. Domestic cathode ray tube production is extremely limited but an increase is planned for the near future.

The data processing industry is just beginning, as a result of a temporary agreement with a German firm which has licensed a Yugoslav manufacturer to make a computer—suitable, however, only for mathematical and scientific research. Excellent opportunities for both sales and licensing await U.S. companies who manufacture commercial types of computers.

Sales opportunities also exist for airport radar, marine radar and sonar equipment. Yugoslav engineering capabilities in the electronics field are high but there is a widespread need for electronic production equipment, instrumentation, test equipment and licensing and know-how agreements.

In electronics, as in all other sectors of the economy, foreign ownership of factories and plants is prohibited by law. This fact contributes greatly to the capital shortage which has been overcome in other countries by direct foreign investment. Nevertheless, U.S. electronics companies that do approach this market with initiative will find it well worth their efforts.

Association of enterprises

The electronics industry in Yugoslavia is concentrated in four separate enterprises. These four enterprises belong to an association which attempts to co-ordinate the activities of its members, as well as their production and product lines.

At present there is a sellers' market and sales competition is not too keen. However, competition among these four enterprises for investment capital is intense.

As a rule, decisions as to which enterprise should be expanded are made by the investment banks which allocate capital for such expansions and for foreign equipment purchases. These decisions, often based on considerations other than market factors, are usually final. The four enterprises buy from and sell to one another but when one cannot fulfill its commitments, it may force another member of the association into making the same equipment or buying from abroad. The four enterprises are as follows:

► Iskra, a highly diversified organization within the electronics field, produces several thousand separate items, ranging from resistors to computers. Its 14 separate facilities are scattered throughout Slovenia. However, plans have been developed to move all of these facilities into one central industrial park near Ljubljana, in Slovenia.

Iskra also is in the process of complete reorganization, so that eventually there will be an operating division in telecommunications, components, electromagnetic materials, measuring equipment, automation and consumer products. Each division will be responsible for its own research, production and marketing.

Research at present is centralized in a

On Yugoslavia

A recent publication of the Bureau of International Commerce may be of help to U.S. firms interested in trading with Yugoslavia.

Entitled *Basic Data on the Economy of Yugoslavia*, the 16-page report (OBR No. 64-83, 15 cents), is another in the Commerce Department's series of Overseas Business Reports. Write: Superintendent of Documents, U.S. Government Printing Office, Washington, D.C., 20402, or any of the Department's Field Offices.

Among other publications of possible interest to the U.S. trader are:

Yugoslavia and the New Communism, by George W. Hoffman and Fred Warner Neal, Twentieth Century Fund, New York, 1962; *Economic Surveys by the OECD—Socialist Federal Republic of Yugoslavia*, Organization for Economic Cooperation and Development, Paris, 1964; *Planning in Yugoslavia—Organization and Implementation*, by Albert Waterston, Johns Hopkins Press, Baltimore, 1962; *Yugoslavia Foreign Trade Almanac—1963*, Institute For Economic Publicity Abroad, Knez Mihajlova 10, P.O.B. 447, Belgrade, Yugoslavia; *Review of Exporters and Importers of Yugoslavia—Number 8*, Grafički Zavod Hrvatske, Zagreb, 1963; and *Statistical Pocketbook of Yugoslavia, 1963*, Federal Institute For Statistics, Belgrade, Yugoslavia.

VACATIONERS SUN THEMSELVES on beach at Moscenicka Draga, popular Yugoslavian summer resort.

laboratory employing 1,200 engineers and a like number of technicians and clerical workers. Consequently, excessive lead times often have resulted in bringing to the market products which are technically obsolete.

The enterprise also has been supporting a large basic research program which will be distributed to universities and research institutes. Competence is high but lack of direction often has led to the design of highly sophisticated equipment which the market could not support as commercial products.

► Radio Industrija Zagreb, which operates four plans in the Zagreb area, is a large producer of television sets. About 100,000 sets are projected for 1965. In addition, it manufactures almost all the radio and television broadcasting equipment in the country. Carrier frequency and mobile equipment also are made by this enterprise.

► Rudi Cajrevac, in Banja Luka, also will produce almost 100,000 television sets in 1965. In addition, it manufactures all of the television tubes needed by the Yugoslav market. Among its other products are phonograph motors, variable capacitors, VHF communication equipment and car radios. It is a large supplier of automotive electrical systems. Its monopoly in the television field makes TV its main interest and, in anticipation of the eventual changeover to color television, it has already initiated development of a color set.

► Elektronska Industrija Nis is considered the fastest moving enterprise. It manufactures its own receiving tubes and concentrates on the 15 fastest moving types used in television and radio. It imports the others. It has established its own transistor production methods without any licensing or know-how arrangements with foreign firms.

This enterprise makes television tubes in different frequency standards for sale in foreign markets. It is investigating cathode ray tube production. When these factors are added to its recently completed component capacity, it would seem that this company has the basic position requirements which give it an important advantage over the other enterprises in the industry.

It will produce 200,000 television sets this year—50% of the country's total production. Other products manufactured by the enterprise or one of its affiliates include electrolytic capacitors, resistors, small components, transistor radios, electronic measuring equipment and instruments, telephone switchboards, television receiving tubes, X-ray equipment, medical equipment and current frequency equipment.

Expected to continue

The country itself is not quite ready to accept the consequences of inefficient management in an enterprise—bankruptcy. As the community in effect controls the enterprise it is considered more desirable to make up the operating deficit than to shut the plant down and then be faced with the problem of supporting the unemployed.

Already, however, important voices in the economy are calling for elimination of nonprofitable businesses. As free market forces increase in the country, this may eventually take place, but the electronic industry has symbolic value to the Yugoslavs and to the underdeveloped countries with which they trade and it is not expected that any one of the electronics enterprises will be discontinued in the near future.

U.S. businessmen are losing opportunities in conjunction with Yugoslav projects undertaken in developing countries.

In designing a system for a developing country, Iskra specifies its own equipment wherever possible, but most of the electronic equipment must be bought from a more industrialized country. In these instances Iskra specifies the country, the company and the actual piece of equipment to be bought.

Although Iskra concedes that U.S. equipment is superior, Western European countries generally get the business because no U.S. firms have called on Iskra to try to sell to them. Payment is made directly to the equipment supplier by the country in which the project is executed.

In India Iskra is not only installing electronic systems but also is participating in erection of electronic plants. Instead of taking payment in local currency, Iskra has been taking stock in Asian companies and now has members on their boards.

More opportunities

There are similar opportunities for cooperation with Yugoslav enterprises in other markets—without problems of ownership participation. With Yugoslav co-operation, the door to many third markets may be unlocked.

Despite the fact that the electronics business in Yugoslavia is becoming competitive, it must be viewed within the context of the country's dollar shortage. From the standpoint of selling to the Yugoslavs, it is difficult to be sure that your prospect has the money or that he can get it.

One must be prepared for a large percentage of disappointments and delays. Sales which seem to be sure do not materialize and others which have been forgotten are suddenly consummated.

From the standpoint of purchasing from them, their need for dollars often makes it possible to buy at extremely low prices. Export sales may often be subsidized to insure that prices are competitive. The U.S. buyer who is willing to be patient will usually find his efforts rewarded. Yugoslav firms in the electronic industry are eager to enter this market and will co-operate fully to meet U.S. specifications and tastes.

Yugoslavia is made up of six republics

within a federal framework. In considering the appointment of agents or distributors the locations of their offices with regard to the three more developed republics—Serbia, Croatia and Slovenia—might be kept in mind. A list of trading firms in the electronic field can be obtained from the office of the Yugoslav Commercial Attache, 509 Madison Ave., New York City.

Trade fairs

Europe has a long tradition of trade fairs and Yugoslavia is part of it. At an Electronics Trade Fair in Ljubljana in October, Yugoslavia, the United States and other countries of both East and West displayed their equipment.

One of the outstanding displays was that of Belram Electronics of Brussels, which represents many top American electronics producers for the Yugoslav market. The company has a Yugoslav-born, Belgian-naturalized management staff which makes frequent trips to Yugoslavia.

During the fair the firm arranged a seminar—by a tape recorder manufacturer—which was attended by almost all of the key technical and management personnel of the Yugoslav television and radio broadcast industries. Belram is using progressive sales methods in this market and sales show it.

Market profile—Yugoslavia

Government: A federal socialist republic based on communist principles but independent of direction by the Soviet Union.

Geography: Area, 98,766 square miles, roughly the size of Wyoming. Divided into six republics and two autonomous regions.

Topography, climate: Over 70% mountainous terrain; long and attractive coastline on the Adriatic. Climate varies considerably according to region, but is generally mild, with heavy seasonal rainfall.

Population (1964, projected): 19,294,000. Major cities: Belgrade, 598,346; Zagreb, 457,499; Sarajevo, 198,918; Skopje, 171,893; Llubljana, 157,-412. Major languages: Serbo-Croatian, Slovenian, Macedonian, Albanian, Hungarian.

Education and information: Attendance at primary school for eight years is free and compulsory. 80.3% of total population over 10 years is literate. There are 21 daily newspapers, three television stations (211,657 TV sets), and 1,629 movie theaters (1963 data).

Income: Gross national product in 1962, $5,611 million; per capita income, about $295.

Origin of GNP: Agriculture and forestry, 25%; mining and manufacturing, 37%; construction, 7%; other, 31%.

Currency: Unit, the dinar. 750 dinars = $1.

Gold and convertible currency reserves (December 31, 1963): $130.6 million.

Major exports to U.S.: Lead, furniture, tobacco, canned meat, nails and bolts, dried vegetables, cotton fabrics, wood manufactures, crude minerals, copper.

Major imports from U.S.: Grains, cotton, and vegetable oil under PL 480; power, electric, metalmaking and other machinery; coal and coke; chemical materials and products.

Sellers' market

For the consumer electronics industry, Yugoslavia is a sellers' market. TV sets are snapped up as fast as they appear in the stores. Radios and phonographs are in almost the same position. This situation has led to distribution margins which are incredible by our standards.

For televisions, the factory sets the retail price and gives the wholesalers about a 10% discount which he must share with the retailer. This can be divided 50-50 or 40-60 depending on the size of the retailer. Where the producer sells direct to the larger outlets and chains the retailer gets the full discount.

Record players usually provide about a 15% spread and radios approximately 14%, which also is divided between retailer and wholesaler by negotiation. All trade prices seem to be subject to some negotiation. Sellers' markets do not last forever and the enterprise that plans for the future will be well advised.

Even if the Yugoslav economy can not produce enough consumer electronic equipment to satisfy the public, there is an unusually generous warranty policy. All parts—including picture tubes—and labor on TV sets are guaranteed for one year and discussions are underway to extend it another year. These expenses are born by the manufacturer as are all advertising costs.

Credit is vital to the operation of the Yugoslav economy. Its consumer electronics boom is fed by the ease of obtaining consumer credit. Added to this is an inflationary tendency in the economy which encourages the "buy now, pay later" philosophy because many people feel that they will be paying later with cheaper money.

This credit and a rapid turnover of merchandise have eliminated the need for trade credit and inventory financing. The Government is considering measures to slow down this and other similar excesses in the economy.

Credit also must be considered from the viewpoint of the U.S. seller. The Yugoslavs expect credit terms of at least five years for many purchases and obtain it from many other countries. Down-payments run about 20% and there is interest on the balance. Guarantees can be obtained from the Yugoslav Investment Bank, and insurance from the Foreign Credit Insurance Association in the United States.

Despite the many problems it faces, Yugoslavia is an optimistic nation. It contrasts its present burgeoning economy with the desolation and lack of technological tradition at the war's end. It is a developing country which is assisting others. To do this it has had to abandon the doctrinaire approach of earlier days and has focussed its progress within a framework of decentralization, liberalization and competition.

This trust has provided and will provide opportunities for imaginative businessmen inside and outside of Yugoslavia. U.S. businessmen must be encouraged to participate.

the author

Harold Harris is in charge of sales and engineering for his company, which specializes in electronic equipment, television antennas and accessories. He has contributed a number of technical and commercial articles to the electronics trade press. Harris is a member of the Foreign Policy Association and the American Association for Advancement of Science.

Industrialization spurs housing, plant, highway construction

Strong demand throughout country has brought about major shortages in materials—especially cement—and labor

By H. V. APPEN

Vice President, J. A. Jones Construction Co.
Charlotte, N.C.

Postwar industrialization in Yugoslavia has brought forth a booming demand for housing and factory construction, hydroelectric plants, steam plants, roads and highways.

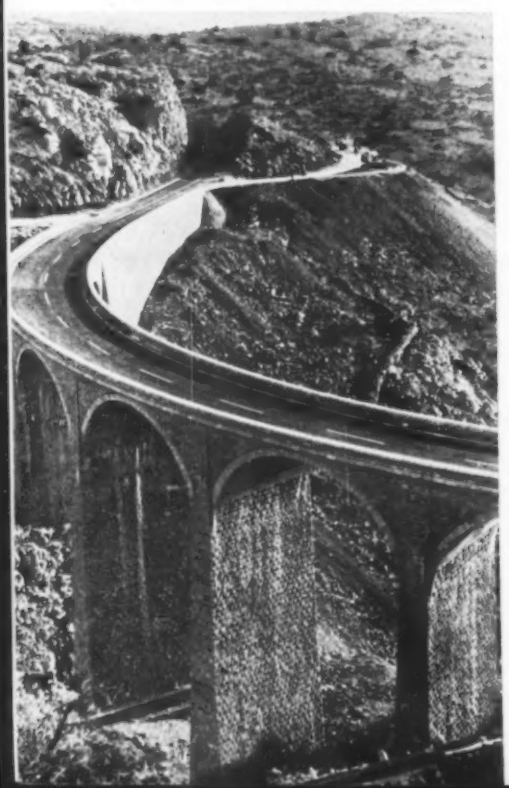
APPEN

This demand in turn generates a vital need for efficient construction equipment and tools, and a ready market for U.S. manufacturers—although they must face tough Yugoslav and European competition.

Early this year, construction restrictions were removed, allowing local contractors to undertake projects in accordance with their initiative and available resources. This development, in addition to the tremendous demand for new construction in all principal cities and many small towns throughout Yugoslavia, has resulted in major shortages—not only in materials but also in experienced mechanics, carpenters, iron workers, plasterers and even experienced common construction labor. Among the most serious shortages has been the lack of cement.

In addition, an extremely labor-laden construction system has built-in delays. All jobs mix their own concrete at the site, in special trucks equipped with 2 to 4 tanks of 1½ ton capacity each. At present, no ready-mixed concrete is available. Although a small ready-mix plant is being erected in Belgrade, it will be far too inadequate for even present demands. Materials are hoisted by tower cranes, usually of foreign make. Only a few jobs are so equipped, however, as such cranes are not readily available. Hand labor, such as grading and excavating for foundations and utility trenches, is much in evidence.

VIADUCT AT GRBAC carries Adriatic Highway along Dalmatian Coast of Yugoslavia. Built with $35 million World Bank loan, road runs 465 miles.



Construction differs

Construction is of several types. Offices and apartment buildings, up to 27 stories, utilize concrete frames. Forms are handled as in the United States, although horizontal shoring is in short supply. Form spacers, stair stringers, treads and risers are precast. Prestressing and post tensioning is gradually being accepted. The coliseum of the Belgrade Fair, a round post-tentioned structure 750 feet in diameter, as well as several large bridges such as the one over the Danube at Novi Sad, serve as examples of good construction.

In the country, small one- or two-story brick homes, built at the cost of the owner by local artisans with little help from architects or contractors, are predominant. Building permits from the local authorities, and loans from Government banks are required for these projects. High rise apartment buildings with one- two- and three-bedroom units are evident in all major cities. These buildings are of concrete frame construction with various architectural features on the facade. Painted, tiled, glazed and even window walls are becoming popular.

Office buildings, with local aluminum and glass prevalent, feature window wall construction. The finishing trades—such as tilesetters, plasterers, painters—do a commendable job, showing acquired skills. The high rises are straight and plumb, painted without brush marks; plasterings are straight and even.

Construction procedures have changed in the last year or two; and lump sum jobs instead of cost plus contracts are prevailing. Architect—contractors are generally doing design, layout and construction and no orders are changed because of raises in pay or increases in material costs. Such variations were formerly allowed. All projects are financed, either by the National Bank or the local communal banks. Building plans and specification are scrutinized thoroughly by authorities before a building permit is issued. Architectural designs are also subject to approval by authorities.

Without beams

In an effort to offset delays caused by lack of modern construction equipment and to meet the tremendous demand for housing, contractors in Zagreb have introduced a six-story concrete framed apartment building of 125 units without beams or columns. Some 32 buildings with 3,000 one- two- and three-bedroom units already have been built. These buildings are entirely of precast concrete panels.

The details call for eight different sized panels per unit—all are about 5 inches thick, shiplapped, approximately four by nine inside, and heavily reinforced with ingeniously designed pockets or cut-outs at sides and ends (in number and sizes as required structurally for reinforcing dowels in each pocket). These panels are designed and used for floors, walls and major and minor partitions. They are precast at the site and handled by crane to location.

Both vertical and horizontal panels are butted tight—pocket next to pocket in place, dowels welded together and pockets filled with 1:2 thick grout. Floor panels are temporarily shored until the horizontal pockets are grouted and the grout set. This structure, the result of a three-year development and research project, has been declared structurally sound by European experts. The system is patented in Sweden. Interior and exterior finishes of the precast panels hide most imperfections. Ceilings are painted or sprayed with a gypsum-based concoction which sets at once and gives a pleasant speckled effect.

Walls are sprayed with 1:1 cement-

sand grout and allowed to set 6-10 hours. Cellulose fiber insulation board panels are then applied. The panels also may be sprayed with this same grout and applied directly to the walls—yes, they hold. The joints, as tight as possible, are filled with a gypsum paste and rubbed smooth. Wall paper is applied to give a uniform appearance. Floors are treated similarly except that on the fiberboard sheets a rayon-type wall-to-wall carpeting is laid. Doors and frames, with pre-attached hardware, are applied by the vendor and are delivered painted and ready to shove into the openings. Bathroom and kitchen floors have a heavy plastic-type covering applied on fiberboard.

Exterior and window walls consist of aluminum paneling applied over insulation and fastened to the concrete panels by through-bolts.

The main electric supply installations consist of cabled conduits from bottom to top, with distribution boxes in each apartment. Circuits are run from each box to the switches and outlets by inserting wire between the concrete panel face and the fiberboard cover. Two conductor, ribbon type, extruded plastic covered wire is generally used.

ZAGREB'S HOTEL ESPLANADE, built in 1925 and refurbished this year, had 'grand opening' last month as an affiliate of the Intercontinental Hotels Corp. of New York. The hotel has 228 guest rooms.

Heating, plumbing

Heating is provided through conventional hot water pipes and radiators, all exposed. Plumbing is installed through special slots in the panels with hot and cold water and waste running side by side. Each apartment has a bathroom.

Steam is supplied from a central steam-power plant and piped through underground conducts serving each building's hot water generator. This plant may also supply housing projects in the vicinity.

This ingenious design, appropriate for mass housing projects, can be completed in 9 months compared with 18 months and longer for conventional poured concrete frame structures, and at a considerable saving.

Highway construction

Some concrete highway construction, improving access to remoter areas, is under way. One of the more spectacular projects, extension of the Adriatic Highway now running from Rijeka to Split along the Adriatic coast all the way through Dubrovnik to the Greek border, should be completed next year.

Many additional miles of highways, both asphalt and concrete, are planned for years to come in other parts of the country.

Consulting engineers and architects should find opportunities in conveying U.S. plant designs (structural and architectural) to lighten the present apparently heavy and overdesigned structures.

Yugoslav construction projects, although ambitious and well planned, do not utilize all of the advanced construction methods. Contractors may welcome assistance in design, layout, progress scheduling, follow up, determination of the most effective construction equipment and handtools. U.S. know-how could find ready acceptance in these areas and result in mutually advantageous joint ventures.

Equipment needed

In addition, Yugoslavia offers a variety of opportunities for U.S. manufacturers selling the latest construction equipment from small power handtools to mixers, hoists, small dump trucks, and ready-mix concrete plants and trucks, as well as many labor saving devices.

Construction costs and time might well be reduced. Too many materials are hand-handled, up many flights of stairs. On all high-rise buildings—6 to 20 stories—outside towers, equipped with both personnel and materials platforms and gas or electric hoists would speed construction.

More efficient handtools—such as electric or hot air powered drills and hammers, electric handsaws and bench saws, compressors, small dump trucks with platforms to facilitate unloading of bulk materials—should be furnished to workers.

More modern concrete mixing plants should be utilized to eliminate hand labor and operators at the site. Compact ready-mix concrete plants should be placed in all cities of over 100,000 population, eliminating concrete-mixing labor at the site. This would require concrete mixer trucks, only a few of which are now manufactured in Yugoslavia. Better, more uniform concrete, accurately batched and mixed, will improve not only the quality of construction but also considerably reduce costs and on-site storage requirements.

Increasing the capacity of present cement plants as well as locating new plants at strategic sites should be considered. Although the cement hauling trucks now in use are efficient and well designed, more are needed.

Reinforcing bars used throughout the industry both in building and in heavy dam construction are furnished round and smooth. The steel industry should be able to manufacture deformed and twisted bars and furnish designers and builders with more efficient forging steel —reducing costs by requiring less tonnage, and increasing spans.

Road builders should eliminate much grading and spreading of materials by hand labor with picks and shovels. Road graders and rollers as well as material

Juicy opportunity

The members of the Trade Mission to Yugoslavia were surprised again and again by the variety and flavor of the fruit juices there.

These juices are not vague watery reminders of the flavor of the fruit but full flavored and rich textured. Served all over the country, they are held in high esteem.

In addition to such commonly distributed juices as tomato, orange, pineapple and grape, the Yugoslavs have cherry, apricot, blackberry, lemon and strawberry. The American importer who wants to pioneer these taste treats will be doing himself, the Yugoslavs and the U.S. consumer a service.

Perhaps a stronger opportunity lies in the juice of the grape fermented. Each area visited produced excellent local wines, both red and white. The variety and quality were a delight to the Mission members, who felt that many of the wines compared favorably with those of any other country in Europe.

—H. H.

spreaders to fit the various phases of road construction would improve costs and time schedules.

Additional hydro plants in the mountainous parts of Yugoslavia are being planned, opening up additional opportunities for exports of construction and generating equipment.

Mining is conducted in several areas —for bituminous coal, iron ore, bauxite, marble, granite, slate and other materials. There is much evidence of underground wealth throughout the country.

Both open pit and shaft and tunnel mining are used—often with excessive hand labor. The latest mining locomotives and conveyors and the best continuous digging equipment are needed in several of these mines. U.S. manufacturers of mining equipment may find a promising market for these items.

the author

In his present capacity, Appen supervises construction projects valued at $20 to $30 million annually. He is familiar with uses of and U.S. sources of supply for machinery designed for construction and excavation. He is a member of the American Concrete Institute, American Arbitration Society and Associated General Contractors.

Design, construction services from many countries aid in Yugoslavia's industrial progress

Market for services of U.S. engineers will be strengthened by new 7-year plan developed from suggestions by industry

By RALPH PIERCE

Senior Partner, Pierce & Wolf, Detroit

In the change from an agrarian to an industrial economy, Yugoslavia has used many methods in securing design and construction services and/or plant equipment for development of its industry.

PIERCE

The types of design, services and plant equipment have been, and continue to be, diverse and complex. Yugoslavia's new seven-year plan for continued industrialization should alert U.S. engineers to consider this progressive market.

Industry in Yugoslavia was nationalized after World War II. Physical plant facilities were turned over to the many socially owned manufacturing and utility enterprises and, limited only by the availability of materials and equipment, were adapted and changed according to their needs. Tremendous progress has been made in the industrialization of the country since that time.

The development and growth of Yugoslavia's industry has been supported by foreign sources. Professional services for design of facilities were secured from engineering organizations of many different nations, as were plant equipment—mostly from the United States and from Western and Eastern Europe.

A unique yet major determining factor in plant designs was material availability. For example, because of the short supply of structural steel then and now, all of the factories visited by the mission were constructed almost entirely of concrete, even to the roof trusses. These designs were produced by local talent with foreign technical advice, when required. In many instances suppliers of major equipment for a plant provided the complete package of design and equipment. Typical of this practice are powerplants and large heavy industrial facilities.

Today, Yugoslav industry has started to turn out the special tools and equipment required for a modern industry, and Yugoslav professionals are trained and organized to furnish the services needed. Professional services for plant development are provided by three major sources:

- Two large competing Yugoslav associations, providing complete design—except for certain specializations—construction, manufacture and installation of equipment and materials, handle the majority of Yugoslavia's financed projects. These associations are legal entities, composed of a group of socially owned enterprises engaged in manufacturing, engineering, construction and installation and trade organizations, banded together in one representative group to provide turnkey operations. In addition, associations within the associations furnish combinations of these services. The interrelation of these groups is complex and unique, unlike our methods of doing business.
- A smaller number of Yugoslav firms, as distinct from the associations just mentioned, offer some individual services, equipment and materials for plants and plant expansion. The electronic industry functions somewhat similar to but separately from the larger associations.
- On projects involving a large percentage of foreign capital, facilities are usually designed as well as equipped by the professionals and industry of the investing country.

If the services of a specialist are required in a particular field, they are retained on the basis of competence from wherever these services are available.

Seven-year plan

During the past year, Yugoslavia has embarked on an ambitious seven-year plan for the continued industrialization of the nation. Among the objectives are the increase in exports of manufactured products and expansion of investment in

the agricultural sector. Unlike most plans associated with socialized countries, this program does not set specific goals to be accomplished, but is used for direction and control in expansion of facilities.

The plan was developed from suggestions by industry and advanced through the local communes. The recommendations were integrated into a master seven-year plan and bank funds prorated accordingly. When Yugoslav industry requests funding of a specific expansion program, the request is checked by the banks against the goals of the plan. This, however, does not exclude an enterprise from proceeding with its own expansion projects if it has its own surplus of funds or if it can secure funds from other sources.

In addition, Yugoslavs, being a pragmatic people, are not adverse to revising this seven-year plan. Enterprises on the local level throughout the country have been submitting their anticipated requirements for the next seven years through their local and Republic governments. These requirements, in turn, are reviewed and discussed by the Federal authorities. As all of the many projects emphasized by this plan cannot proceed at once, priorities must be established.

To be published in '65

The overall plan is expected to be published early in 1965. Since the expansion of industry and agriculture will be directly proportional to the financing available, "financing" is the key word to keep in mind when anticipating any venture into Yugoslavia. Some of the progams under consideration are listed below, along with planned annual capacities. They should give an idea of the scope of the plan.

Pharmaceutical factory, production of vitamins and antibiotics, output 500 tons, extension of plant facilities in Zagreb; tire factory, output 30,000 tires, extension of plant facilities in Borovo; cement plant, 40,000 tons in Split; coal gasification plant and expansion of lignite coal mine in Velenje; two new prefab house factories, output 3,000 homes in Zagreb and Rijeka; extension of a semichemical cellulose, cardboard and packing material factory with output of 20,000 tons of cardboard and 45,000 tons of packing material in Belisce.

Extension of tin factory to 5,000 tons of white packing tin and 10,000 tons of drums in Zagreb; edible oil factory with output of 50,000 tons of sunflower oil and 100,000 tons of soybean processing in Osijek; plant for manufacturing electrical cable, output 27,000 tons in Zagreb; plant extension to produce 66,000 tons of aluminum rolling material in Sibenik; aluminum plant to produce up to 500,000 tons at first stage, up to 1,200,000 tons at second stage, and up to 2 million tons at third stage in Jadran; aluminum and alumina plant in Mostar, and second and third stage of development of hydroelectric facilities at Trebisnica.

SUGAR BEETS MAKE A MINOR MOUNTAIN at the refinery and distillery at Zrenjanin in Vojvodina.

Smaller projects

In addition, many other smaller projects, such as minor expansion of plant facilities and extensions, are being considered. Even if only a portion of these planned programs is realized, the market for the goods and services of U.S. professionals and industry will flourish.

How can U.S. firms fit into the present and future picture in Yugoslavia? Yugoslavia has available its own engineering talent and competence, as well as the industrial plants necessary for producing much of the required equipment and tools.

The organizations mentioned earlier have a long list of achievements, both at home and abroad, and are accepted as competent professionals in many foreign countries. On Yugoslav financed projects —and these may be but a small fraction of the total—I feel that the competition would be too great to overcome. The reasons are obvious—national pride, local know-how, and cost of doing business. The exception is the project which requires specialized technical knowledge they may not yet have.

In oil production, plant layout, chemical engineering, mining and marketing, I believe Yugoslav industry would welcome outside consultants. I am also of the opinion that they can use the services of our mechanical and electrical consulting engineers to assist in bringing them up to date on the fine points of U.S. design in plumbing, heating, ventilating, air conditioning, lighting and building electrical distributon systems.

It is questionable, however, whether they are fully aware of their need for these services. In any of the mentioned situations it would nevertheless be advisable for U.S. firms to associate with the local groups for basic know-how and connections.

U.S. engineering firms could become involved in any of three kinds of arrangements: package purchase of U.S. plants by Yugoslavia; contemplated facility financed by U.S. capital and joint ventures between U.S. firms and Yugoslav firms in third countries, most likely in the developing areas of the world.

The package purchase of a U.S. plant may involve, as part of the stipulated arrangements, the design of a portion of the project by Yugoslav engineers and, certainly, the furnishing of certain materials available in that country, as well as the erection of the facility by Yugoslav labor. The majority of goods and services would be provided by U.S. organizations.

Ownership of industry in Yugoslavia by foreign firms is not allowed at this

ANCIENT CITY OF DUBROVNIK, on the southern coast of Yugoslavia, is like a walled, open-air museum.

time. Protection of capital has to be based on the ability of the Yugoslavs to pay, backed up by the guarantee of their banks and/or other international banks. The Yugoslavs have a record of repayment of loans and of honoring commitments not exceeded by any nation in Western Europe.

The Yugoslavs have shown a flexibility of approach to the problem of obtaining foreign capital, which may lead to some new measures to attract investment in the future. An approach with the use of initiative, confidence and proper business sense and proper analysis can result in a profitable venture in Yugoslavia. The potential is there.

Because of reduced labor costs in Yugoslavia, a co-operative effort between a U.S. business and a Yugoslav enterprise may result in the possibility of making attractive proposals to certain less developed countries, where U.S. technology may otherwise be considered too expensive. This may provide opportunities for joint venture arrangements between Yugoslav enterprises and U.S. engineers and/or contractors. These arrangements can take many different shapes, depending upon the requirements of the project. Often the developing countries will require outside financing. Projects are usually of such magnitude that Government financing may be mandatory.

Other co-operative ventures can be developed in other areas of the world where Yugoslav firms can provide capable engineering and construction services at costs usually lower than their counterparts in the United States—an additional advantage to consider.

The only reason for joint-venture arrangements is the overriding fact that the two parties, for the particular project involved, can do better than either party separately.

In recent years Yugoslavia has increased its capability for producing machine tools and other plant equipment for its own use. Many of its industrial complexes tend to manufacture all of the components that go into their own products. Yugoslav industry is not as specialized as ours in this respect.

Market for machine tools

Although the tendency to buy Yugoslavia-made equipment is always prevalent, there is a large potential market—substantiated by the anticipated requirements of the seven year plan and replacement and modernization of Yugoslav plants built since World War II—for the sale of machine tools and plant equipment.

Although Yugoslavia has made tremendous strides in its industrial development since the end of the War, many facilities need modernization. The preventive maintenance of plants and equipment lags far behind methods employed in the United States. This is a service Yugoslavia needs to keep its plants operating in a modern efficient manner.

The U.S. businessman faces stiff competition from Western and Eastern Europe in the sale of plant equipment and machine tools. Although the Yugoslavs appreciate U.S. techniques and know-how, they are good businessmen and they balance quality and price. Intensive effort is required.

Advantages in co-operation

Co-operation between U.S. manufacturers and Yugoslav industry may be beneficial in several situations. In many instances, spare production facilities are available in Yugoslav plants for the possible manufacture of component parts for U.S. consumption. Examples are castings, fittings, cables, electrical fittings and building materials.

Because of less expensive labor and reduced transportation costs, there are opportunities for the joint manufacture of equipment in Yugoslavia for sale in the African and European markets.

Opportunities also exist for the manufacture of component parts and products in Yugoslavia, under licensing arrangements with U.S. firms, for resale in the United States. Or U.S. firms can furnish raw materials for manufacturers of semi-finished or finished goods in Yugoslavia for resale locally and in the various surrounding markets.

Joint manufacturing arrangements and licensing agreements, as described, are especially attractive to the Yugoslavs, as payment of hard currency is not necessary. This results in a much more acceptable situation and is a potential sales approach.

Yugoslavs are a warm, friendly people eager to do business with the United States. Excellent opportunities exist for the U.S. businessman and professional. These opportunities are available to the group that is willing to pioneer and use different approaches to solve the problems involved.

the author

Ralph Pierce is senior partner of his company, and a registered professional engineer in Michigan, Illinois, Indiana and Ohio, and nationally certified. Pierce's background includes a position with the Underground Lines Department of the Detroit Edison Co. (1947-1952) in the design of high voltage underground electrical systems.

He is a member of the National Society of Professional Engineers and the American Institute of Electrical Engineers.

YUGOSLAV FOREIGN TRADE SECRETARY Nikola Dzuverovic meets members of the U.S. Trade Mission in Belgrade. Other faces showing (clockwise around the table) are those of Miss Nadezda Milosevic, the Mission's secretary; a reporter from a Belgrade newspaper; Russell O. Prickett, U.S. commercial attache in Belgrade; Robert Wilbourn, Mission director, and two of the Mission members, Heinz H. Loeffler and H. V. Apen.

Yugoslav petroleum-chemical industry needs both capital and capital goods

Oil production rate increases rapidly; expansion in some segments of chemical industry planned; interest in joint ventures high

By DONALD DUNLOP

President, Production Research Corp.
Norman, Okla.

The oil production industry in Yugoslavia is one of the most rapidly developing segments of the economy.

DUNLOP

From a prewar level of about 20 barrels a day, production has now risen to about 30,000 barrels a day. Principal production is found in the northern part of the country. Exploratory drilling is now taking place along the Adriatic Coast where drilling depths have reached 12,000 feet.

The technology of oil production also has advanced rapidly. Before World War II, there was only one petroleum engineer in the country. There were no petroleum engineer courses at the college level and no textbooks in the Serbo-Croatian language. Today skilled engineers, assisted by U.S. textbooks, are conducting the oil production business in a highly efficient manner. The first text written in Serbo-Croatian is soon to be published.

While the production rate has increased rapidly, so also has consumption; and the need for producing more oil continues. It is in this area that U.S. business could participate.

Market for equipment

Equipment urgently needed includes rotary rigs capable of 12,000-foot depths, pumps, portable power generating units, electrical and radio logging apparatus, and seismic equipment including sophisticated analytical apparatus. Financing these purchases is the problem. Yugoslav firms currently are seeking credit in the United States.

As the bulk of present production comes from wells completed in the last few years, it has not been necessary to institute secondary recovery practices on a large scale. Within the next few years, however, these practices are expected to advance rapidly. Application of this technology will require considerable assistance from U.S. consulting engineers. Equipment needs are difficult to predict until the projects have been engineered.

Natural gas also has been discovered. Principal production is in the Novi Sad area where an extraction plant is located. Reserve estimates on this field were not available. A pipeline system linking the principal gas and oil regions of the country is being constructed. In this area also, Yugoslav companies are seeking credits with which to buy the necessary equipment—the larger capital items such as compressors, motors and instrumentation.

The shortage of oil and natural gas has led to an imaginative project in the city of Velenje. Here, the State has created a new town of about 8,000 people to exploit the 600 million tons of lignite which underlie the area. Velenje produces 3 million tons a year which is used in thermal powerplants.

Management of this enterprise has plans to double the annual production from the mine and to gasify a large portion by means of the Lurgi process. The produced gas, except for about 20% which would be exported to neighboring Austria, would then be pipelined to adjacent industrial areas. A portion of the gas would be used to produce ammonia for chemical fertilizer.

The Yugoslav chemical and oil refining industry is largely of recent origin and principally American in design and construction. On the Mission tour, members saw installations costing more than

CRANE LIFTS LOAD OF ORE from Bor copper mine in eastern Serbia for shipment to Yugoslav factories.

$100 million. The industry is most viable and management is talking of expansion and diversification. Yugoslavia's accomplishments in the operation of this complex equipment are remarkable. In 1945, no factories remained and the reservoir of technicians was essentially empty.

The Mission saw engineering and management capabilities as impressive. Often, however, discussions pointed up the scarcity of trained foremen and technicians, particularly the former. Lacking this support, the productivity of the engineers must necessarily suffer.

Long-range view

Most impressive was the long range view taken by some segments of the chemical industry, notably Organsko Kemijska Industrija (O.K.I.). This organization is an integrated complex producing principally polyethylene and polystyrene from feedstocks made by the steam cracking of naphthas. While the design and equipment comes from U.S. sources, the technical management does not.

The technical director is an American-educated Ph.D. with a firm understanding of his work and with many ideas for making OKI grow. He has organized an ultra modern research facility which, in the polymer field, is probably the equivalent of some major U.S. chemical companies. As the technical personnel average 24 years of age, their thinking is unencumbered by tradition. Professional people with so little experience rarely have the opportunity for such complete self expression in the United States. The effectiveness of this organization's research undoubtedly will be studied closely by U.S. research management.

The research includes development of better methods of determining product quality as well as new polymers. This organization is contributing to production of high-quality material today, and their work on new polymers insures future growth.

Capital needed

The industry has two major problems at present—first, that of generating new capital funds and second, the questionable production efficiency in some facilities.

The capital problem is not unique in the petroleum-chemical industry. The fertilizer segment in particular, however, feels the need to expand to meet the country's basic food needs. This segment is seeking $15 to $30 million to add urea and phosphates to their basic ammonium nitrate production.

Obtaining capital from the U.S. Government is becoming increasingly difficult, causing Yugoslavian industry to look elsewhere.

Some Yugoslav firms have approached U.S. commercial banks, but with little success. Considerable attention is being given to the possibility of joint ventures with U.S. private enterprise. For this approach sales ability on the part of the Yugoslav proponents will be required.

Problems

Two problems appear most significant: First, Yugoslav law prohibits foreign ownership of manufacturing plants and second, the dinar has not yet stabilized as expected. The Yugoslav legal question is political. However, the relation of the businessman to the politician in Yugoslavia is quite close and modification of the law is not impossible.

Stabilization of the dinar is much in the minds of Yugoslav businessmen and politicians today, and related problems are many; yet Yugoslavs are showing intense interest in joint-venture financing by U.S. firms. What does Yugoslavia have to offer U.S. industry as an investment opportunity?

Shorter supply lines

Basically it offers raw materials and semifinished goods in exchange for capital equipment. Under present Yugoslav law the offer might consist of the following terms:

A Yugoslav firm wishing to install a synthetic rubber plant might offer a U.S. producer 25,000 tons a year of petroleum cake, 10 million pounds a year of polyethylene and x% of the production of the rubber plant in return for capital provided by the U.S. company for the plant. Assuming that the quantities involved would represent an adequate return on the investment, the U.S. producers may be interested in taking advantage of the shorter supply lines to the European market from Yugoslavia.

Clearly the inability to have an equity position in the Yugoslav facility would cause the potential investor to insist upon a high rate of return. Further, a short payout would be required. To make such investments more feasible, Yugoslav firms have shown their willingness to start shipments of other materials as the investment is being made in the new facilities. Thus, the investor's negative cash flow is minimized.

Operating efficiency

The operating efficiency of Yugoslav chemical and petroleum plants has been questioned by some observers. It was not possible for the Mission to study the problem in sufficient detail to arrive at a concrete conclusion. Several factors were observed which may contribute to lower efficiency:

The lack of skilled technicians is a widely recognized problem. The size of

some of the plants is small, leading to high investment and operating costs per unit of product. Also, there is evidence that plant location sometimes has been influenced more by political consideration than by economic reality.

Offsetting these problems is the lower wage rates of workers in Yugoslav industry. Although this factor undoubtedly helps maintain the semblance of a competitive position for Yugoslavia, this alone may not be sufficient. In the chemical and petroleum industries where automation is extensive, productivity of workers is relatively high. Thus unit labor costs are low. On the other hand, the machine tool industry is seriously lacking in automation and the unit costs suffer accordingly.

Although the ability to finance purchases with hard currency remains a difficult problem, Yugoslavia is of necessity in the market for capital goods and depending on the effort made by U.S. business, the United States can become the chief source of supply. There are increasing indications that the Government is prepared to make concessions to attract private capital.

the author

Donald Dunlop's company performs research for improved oil recovery. He has wide experience in the research field of the petroleum-petrochemicals industry. He is a specialist in the application of the latest U.S. technology and equipment, feasibility studies, production methods, and end products. He holds 10 U.S. patents and has four pending.

MEETINGS SCHEDULED

Douglass K. Ballentine, recently Economic Counselor at Oslo and soon to be Commercial Attache at Mexico City, will be in the Birmingham Field Office of the Department of Commerce, 2030 Third Ave. No., on Dec. 9; in the New Orleans Field Office, Federal Office Building (South), 610 South Street, on Dec. 11; in the Houston Office, 5102 Federal Building, 515 Rusk Avenue, on Dec. 14; and the Dallas Office, 1114 Commerce Street, on Dec. 16. Businessmen in these areas desiring an interview should contact the appropriate Field Office.

Joseph A. Camelio, FSR-3, newly assigned as Commercial Attache to Rome, will be in the New York Field Office, Empire State Building, on Dec. 11. Camelio has recently been Deputy Director of the Far Eastern Division, Department of Commerce. Persons desiring an interview should contact the Field Office.

Yugoslav imports, exports increase

(Millions of dollars)

Branches of production	Imports		Exports	
	1st half '64	1st half '63	1st half '64	1st half '63
Iron and steel	67.4	38.8	8.5	10.9
Nonferrous metals	16.7	13.4	38.7	32.5
Metal manufacturing	176.9	146.1	47.8	42.7
Shipbuilding	2.4	0.9	24.1	25.7
Electronics	31.0	26.0	16.4	19.0
Chemicals	77.7	51.3	14.5	8.8
Wood products	6.0	1.5	45.6	40.8
Textiles	81.0	59.6	38.4	22.0
Processed food	34.6	24.9	31.9	25.9
Crops	36.5	86.4	13.1	15.4
Livestock	43.1	21.2	61.3	54.7
Other	86.9	57.1	77.8	64.0
Total	660.1	469.8	417.2	362.4

Source: Savezni Zavod za Statistiku, *Indeks* No. 8. August 1964, Belgrade.

Yugoslavia needs equipment, supplies to help in expansion of its decentralized economy

Industrial production in first-half '64 18% higher than a year earlier; major part of trade is with free world

Covering an area about equal to that of Wyoming, Yugoslavia offers great diversity in geography, climate, and culture.

Its population of 19 million people is made up of Serbs, Croats, Slovenes, Albanians, and Macedonians, with important Hungarian and Turkish minority groups. Religion, language, and even alphabets differ among the six republics that make up Yugoslavia.

The country as a whole, however, is undergoing rapid industrialization and is interested in importing U.S. equipment and supplies which would help in the expansion and modernization of its decentralized economy.

Chiefly agricultural

Before the second World War, Yugoslavia was chiefly an agricultural country and had an exportable surplus of agricultural products. About 49% of the national income was contributed by agriculture and forestry as compared with 23% in 1962. Yugoslavia also was a supplier of unprocessed raw materials, but most industry was foreign-owned. For its prewar needs, Yugoslavia had a good transportation network.

Few countries suffered more during the second World War than Yugoslavia. About 1.1 million people died—close to seven percent of the population—and another 700,000 to 800,000 fled or were expelled. Twenty-five percent of the remaining population had no homes, manufacturing industries were operating at a small fraction of their prewar output, and the railway transportation system was fifty percent destroyed.

With the victory of his partisans over the German invaders and domestic rivals, Tito installed a Communist Government in Yugoslavia. Its economy until 1952 had all the features typical of any other Communist country—state trading, central planning, heavy investments in industry, and collectivization of agriculture. With Yugoslavia's break with Stalin and expulsion from the Cominform in 1948

came the opportunity to adopt new policies in the economic field, relax the stern austerity and central direction of the immediate postwar years, decentralize the economy and introduce the semblance of a market economy.

Since 1952, Yugoslavia has enjoyed remarkable economic growth, which, despite occasional setbacks, continues through the present.

Agriculture still remains dominant in Yugoslavia's economy. Over half of the population lives on the land, and 58% of the land is classified as agricultural. Despite increasing investments in agriculture, the nation remains dependent on food shipments from abroad even in good years.

Yugoslavia has a sound base of natural resources for its industries. Coal, largely lignite and brown coal, is scattered throughout the country. Petroleum, with estimated reserves of 63.3 million tons, is found in the Sava Valley of Croatia and the Vojvodina. New reserves have been discovered along the Adriatic Coast and in Eastern Slovenia. Production of natural gas is steadily increasing, reserves being placed at 17.9 million cubic meters.

Iron ore is found in Bosnia-Hercegovina and Macedonia. Large copper, zinc, and lead reserves are located in Serbia, and exploitation of Yugoslavia's bauxite reserves, along the Northern Adriatic Coast, is steadily increasing.

Industrial production for the first 6 months of 1964 was 18% above industrial output for the same period in 1963.

Modernizing railways

Although Yugoslavia had a good railroad network before the Second World War, demands of industrialization and of introducing new industrial centers in the underdeveloped regions have outstripped railway capacity. A significant amount of the country's available investment funds is earmarked for modernizing, electrifying, and dieselizing the railway network.

Tourism has been a major stimulus for construction of new roads. A modern highway runs from Ljubljana in the North to Skopje in the South. A highway running the length of the Adriatic Coast, which will enable tourists from Europe to drive from Rijeka to Greece by way of Skopje, is to be opened next spring.

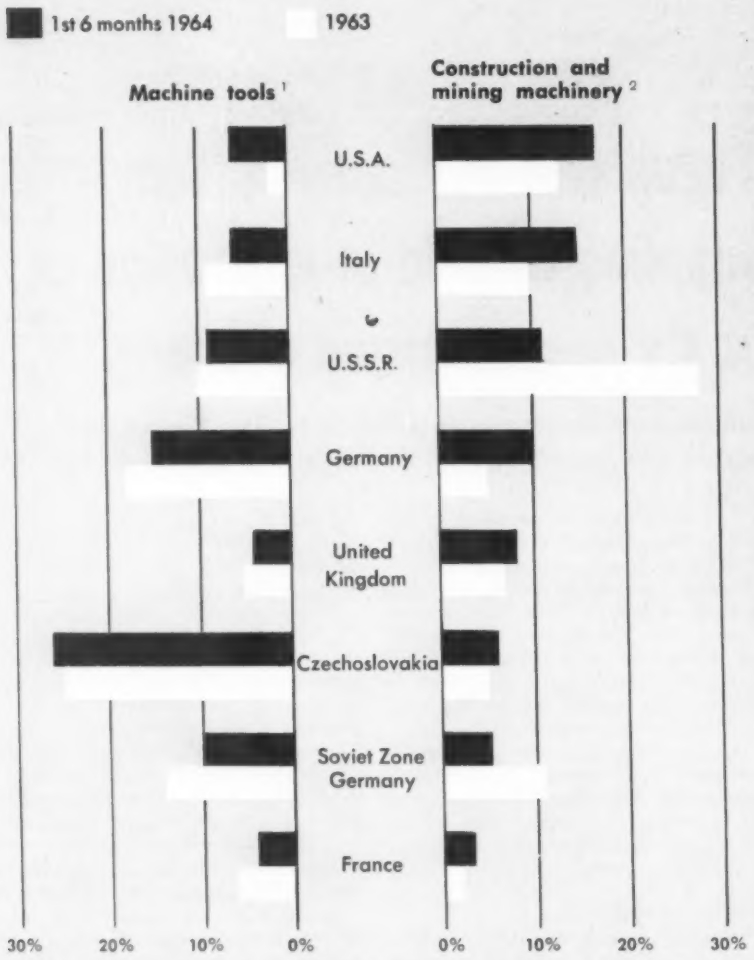
Yugoslavia has an important inland waterway system, centered on the Danube and Sava rivers. A new river port is being built in Belgrade and the vast Iron Gates hydroelectric and navigation project will help Danube River transport.

JAT, the scheduled airline that links Yugoslavia's major cities and has foreign routes extending to leading European and Near Eastern cities, utilizes U.S. equipment except for its jets, which are French. Rijeka has become Yugoslavia's leading seaport. In 1963 it handled 6 million tons of goods traffic, about a million tons more than its old rival, Trieste.

A major problem is the disparity of living standards between the industrialized North and the underdeveloped South. The average per capita was about $295 in 1963. In Slovenia and Croatia the standard of living is roughly equivalent to that of the neighboring Provinces in Austria and Italy, whereas in some areas of the South, living standards are almost at the subsistence level.

Decentralization of the economic system was brought about by organizing industry into numerous and often competing enterprises. Each enterprise is directed by a Workers Council plant which acts as a board of directors and makes decisions on wages, investments, and prices—subject to minimum wage laws and price controls in certain industries. The influence of the Federal Government on the operations of the enterprises is remote. The enterprises do, however, work closely

Who's selling in Yugoslavia?
Market shares of 2 major imports*



[1] Yugoslavia bought $19 million worth in 1963, $10.6 million worth in the first 6 months of 1964.

[2] Yugoslavia bought $15.4 million worth in 1963, $11.3 million worth in the first 6 months of 1964.

* Source: U.N. Commodity Trade Statistics, Series D, Vols. XIII, XIV

with the local communal authorities. A commune is a local political division, similar to a county or borough.

The Federal Government exerts its influence on the economy through the operations of the five specialized federal banks; through the legislative action of the Federal Economic Chamber, a specialized branch of the Federal Assembly; and through the administrative action of such bodies as the State Secretariat for Foreign Trade. Economic discussion is relatively free. The trend is toward further decentralization of foreign trade, and full membership in the General Agreement on Tariffs and Trade (GATT) remains one of Yugoslavia's major goals.

Trade with free world

In 1963, the volume of Yugoslavia's foreign trade totaled $1,849 million. In contrast with the period immediately following the war, when over half of Yugoslavia's foreign trade was with the Soviet bloc, today almost 75% of its trade is with the free world. Italy is Yugoslavia's chief trading partner, and about 40% of Yugoslavia's foreign trade is with Western Europe. Other leading trading partners are the United States and the Soviet Union.

The Yugoslavs also are making great efforts in the less developed countries, and it is with these and with the bloc countries that they have most of their bilateral payments agreements. Yugoslavia has provisional membership in GATT, is a participant but not a member of CEMA (The Eastern European version of the Common Market), has observer status in the Organization for Economic Cooperation and Development, and is a member of the International Monetary Fund.

About 43 firms in Yugoslavia are licensed to act as representatives for foreign businesses. They work on a commission basis, and are required to maintain consignment stocks as well as adequate spare parts and trained personnel for the servicing and maintenance of their clients' products in Yugoslavia. Although employment of an agent is not a prerequisite to doing business in Yugoslavia, those firms who expect to do a continuing business there may well consider it worthwhile.

Trade with U.S.

In 1963, U.S. exports to Yugoslavia totaled $186 million (including $113 million in surplus agricultural commodities). Imports from Yugoslavia totaled $46 million, making the United States Yugoslavia's fourth largest customer. Because of the low level of PL 480 deliveries and a drop in sales of raw materials, exports to Yugoslavia this year have been running somewhat below last year. Total exports to Yugoslavia from January through July 1964 totaled $89 million. Yugoslavia receives the same treatment under the U.S. Export Control program as that extended to countries of Western Europe.

Certain strains in the economy have appeared this year, notably a rather large trade deficit and some inflation principally because of high rates of imports and investments. The situation was in a way triggered by the need to rebuild Skopje, destroyed by a disastrous earthquake last year. Inflationary tendencies were given a further boost by a recent decision to allow increases in the controlled prices of agricultural products, coal, and power, in order to increase the funds available for investment in these areas. Corrective measures taken by the Yugoslav Government so far include allocating foreign exchange to favor industries engaged in exporting and tightening credit.

Wanted: flexible capital

"Make us an offer."

This was the most frequently repeated statement to the Trade Mission by Yugoslav officials from local to cabinet level. This was their answer to the problem Mission members brought up concerning laws prohibiting direct ownership investment of U.S. capital in Yugoslav industry.

Their position is that ownership is not the vital factor in investment—that return and security are more important. They indicate they would be willing to ask their Government—which has an excellent payments record—to guarantee any loan or arrangement consistent with its laws, and that they would be willing to allow a liberal profit.

"We are flexible. You should be flexible too," they insist. This very broad principle means that U.S. businessmen with imagination and ingenuity have an opportunity to work out a variety of relationships including those which guarantee fixed returns.

Most of their conversations on this subject close with the reminder that all foreign investment with or without ownership has value only as long as the host Government has integrity. They are confident of theirs.—**H. H.**

Iron Gate project offers suppliers sturdy opportunities

The Danube flows smoothly for hundreds of miles at an average width of 1¼ miles; but for a stretch of 65 miles, centered on kilometer 943, the river gets rough and finally discharges through a 250-foot gap in the Carpathian Mountains at a breakneck speed.

During high water, locomotives on each shore pull ships up the river and hold them in check going downstream. At low water, the river is sometimes closed for weeks because of sand bars and rock falls. This section is known as the Iron Gate of the Danube.

But things will change. The Yugoslav and Rumanian Governments have signed agreements to put the Danube just below the Yugoslav town of Sip into regulated channels. Preliminary engineering studies—geological, economic, and political—have been completed and approved. Details are now being worked out by a joint engineering effort of both countries and construction has just begun.

The structure, Derdap Dam, will be a gravity dam 164 feet high and 3837 feet long. Locks will be provided on both shores, providing room for oceangoing ships of about 5000 tons.

Powerhouses, one on each side of the river, will be equipped with six 180,000-kilowatt turbogenerators.

The center of the dam will be the spillway section with 14 gates.

A railroad and highway, furnishing transportation between Yugoslavia and Rumania, will cross the dam.

Estimated to cost $400 to $500 million, this hydroelectric project when completed in 1970–71 will be the largest in Europe.

Reportedly, no commitments have been made by either Government for furnishing permanent or construction equipment, or materials and supplies.

Chance for U.S. firms

U.S. construction companies should energetically pursue the sale of equipment.

American manufacturers of turbogenerators, electrical equipment, miter gates, spillway gates, draft tubes and equipment for locks and powerhouses should not overlook this opportunity.

Write: Energoproject, P.O.B. 712, Belgrade, Yugoslavia; or the Yugoslav Embassy, 2410 California St., NW., Washington, D.C.—**H.V.A.**

ECSC predicts Community steel industry will not meet 1965 goals

In past 3 years, substantial substitution of foreign ore causes decline in consumption of Community's products

The High Authority of the European Coal and Steel Community reports total steel demand for 1965, estimated at 89 million metric tons, probably will not be reached. At the same time, steel consumption for 1965 was overestimated by two to three million metric tons.

These preductions are contained in a report on the extent to which the Community's steel industry is expected to fulfill previously-predicted objectives for 1965.

The report compares ECSC objectives for 1965 with actual developments occurring from 1961 through 1963. It attempts to explain reasons for the discrepancies between them.

Steel export trends in the past three years have been completely different from both those forecast and from previous trends. In the last three years substitution of foreign iron ore for Community ore has been substantial, causing a decline in the consumption of Community ore in terms of value.

Crude steel rates

The ECSC crude steel capacity is expected to increase by 27% between 1960 and 1965, rather than by the 30% predicted.

Employment in the steel industry has risen in the past three years in spite of a stagnation in steel production. This has been the result of a rise in administrative and white collar employees, but the number of workers has risen only slightly. This rise has taken place in the auxiliary rather than the production plants.

The rate of increase in exports, which are relatively more important to steel producing sectors than to non-steel producing sectors, has greatly diminished.

Factor governing competition

As long as there was enough demand in the steel market, principal factors affecting the conditions of competition were the productive capacities of competitors. But when the situation of shortage or quasi-shortage disappeared, particularly in the U.S., the United Kingdom and the EEC, production costs became the principal factor governing international competition.

An analysis of the steel industry made by the High Authority studied six factors—manpower, ore, energy, ferrous scrap, capital and mill size—to determine their relative importance in different areas of the steel industry.

The Community's position seems to be competitively stronger for highly elaborate products, such as alloy structural steel, where manpower costs occupy an important place in the cost structure and non-ferrous metals tend to affect the total cost.

No disadvantage

For ordinary (rolled) steel, the combination of manpower, iron ore, scrap and energy covers about two-thirds of cost, placing the industry in a less favorable position than the sector discussed above, but not at a disadvantage compared with the other large traditional producing countries and in a better competitive position than it has for pig iron production.

It is important to consider, in addition to the above factors, the effect of transportation cost, customs duties and the social regulation of the industry.

The report concludes that "more and more, the previous structure of the world steel market—determined on the one hand by the structure of available capacities and, on the other hand, by the influence of traditional positions or of established trade channels—is being upset to give way gradually, but with resistances of varying strength from case to case, to an entirely new structure dominated especially by the action of relative production costs, combined, of course, with other very important factors such as the relative levels of tariff or quota protection and commercial policies more or less aggressive and clever, limited by more or less strict rules or even entirely free."

NEWEST SERVICE

Sample displays—newest export promotion service of the Department of Commerce—are now open for business in Beirut, Lebanon; Manila, Philippines; Nairobi, Kenya; and through the U.S. Trade Center in Bangkok, Thailand.

German department store plans major sale of U.S. goods

One of Germany's biggest department-store chains wants U.S. businessmen to step forward and sell in its $500-million-a-year market.

Hertie Waren-und Kaufhaus GmbH. of Frankfurt, which operates 75 department stores in Germany and Austria, announced a "Salute to America" sales campaign for which its buyers are busily ordering U.S.-made consumer goods.

The campaign will be held in March in Hertie stores throughout the Federal Republic of Germany.

Indications are that Hertie's initial orders of U.S.-made goods will run between $1½ and $2 million. Buyers are stocking up on such items as home furnishings, smallwares, foodstuffs, sportswear, loungewear and apparel and accessories for men, women and children.

The Hertie organization is represented in the U.S. by Allied Purchasing Corp., 401 Fifth Ave., New York, and Metasco, marketing subsidiaries of Allied Stores Corp. The resident co-ordinator in this country is Peter Ahrens, with headquarters at Allied's offices.

U.S. firms wishing to offer products for consideration in the Hertie campaign should communicate with Ahrens.

Hertie's decision to stage the special promotion next March is based on an experience last spring. The organization's buyers came to this country in May, bought $300,000 worth of U.S.-made apparel from 65 manufacturers. The entire stock was sold out in six weeks.

Hertie outlets include Kaufhaus der Westens in Berlin, one of the largest department stores in Europe. Hertie also is the organization which opened a major store in Europe's first U.S.-style suburban shopping center, the new Main-Taunus Shopping Plaza at Frankfurt (INTERNATIONAL COMMERCE, Oct. 19), when other firms were reluctant to make such a move.

LIGHT-WEIGHT CONSTRUCTION ELEMENTS

Austrian company interested in obtaining licenses for production of light-weight construction elements such as prefabricated curtain walls, perforated aluminum ceilings, aluminum windows.

Write: Dipl. Ing. Richard Matzner, Vienna, Austria.

Buoyant and buying!

U.S. Commercial Attache says Americans aren't realizing market's full potential

By GEORGE A. HAYS
Commercial Attache
U.S. Embassy, Wellington

Optimism about New Zealand's general business situation is at an all time high. Consumer spending has never been more buoyant, and Christmas sales are expected to be even larger than in the prosperous fourth quarter of 1963. Manufacturers have accelerated output and are anticipating further increases in production to meet heavy forward orders from prosperous buyers.

GEORGE A. HAYS

Motor car assembly, the building industry, and government incentives for agricultural production have been setting the pace in New Zealand's current industrial expansion. These activities have such widespread ramifications throughout the economy that they carry many related activities along with them.

It is difficult, however, to find any section of industry working below the level of available resources. Production generally is limited by, and often geared to, the import licenses available to particular enterprises.

Trade reports indicate that both manufacturers' and merchants' stocks of imported goods have fallen, and stocks of local goods have risen perhaps more than expected.

Orders for imported raw materials, components and equipment, which were already high, were accelerated in mid-October by a £25 million ($70 million) liberalization in import license entitlements. The liberalization raises entitlements under the import licensing schedule to £283 million ($792 million) for the year ending June 30, 1965.

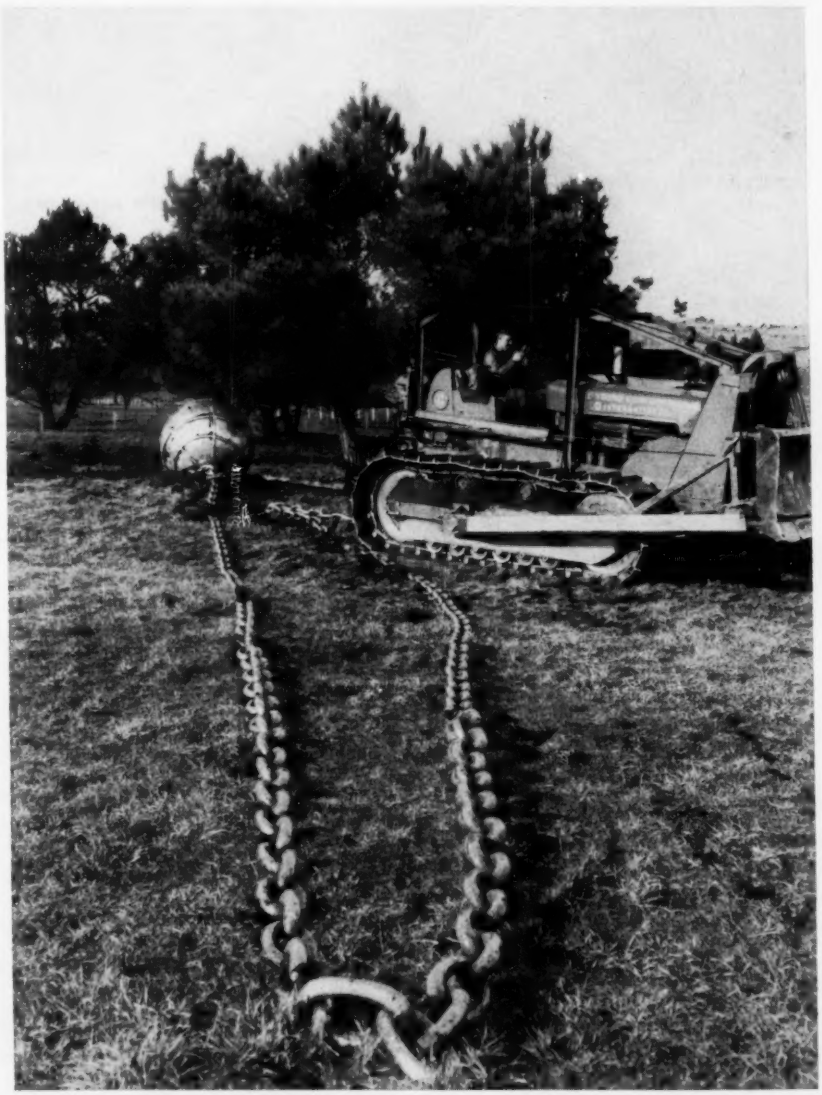
Still more imports

Imported goods exempted from licensing and Government purchases should raise total foreign purchases by another £90 million ($250 million), based on last year's import figures.

The higher level of economic activity has been due to the quite significant increase in the prices of all New Zealand's major exports during the past year and a half. Export earnings for the calendar year 1964 will reach an estimated £396 million, ($1.1 billion) or a new record some $112 million higher than last year (up about 11%). The all time record for export growth was in 1963, when exports were up a total of $133 million (15.4%).

Domestically, the extra spending power has exerted a perceptible pressure on the cost and price structure. The period of relatively small price increases, which New Zealand enjoyed for the past five years, is being moderately disrupted.

New Zealand's ability to import should



U.S.-MADE TRACTOR drags ball and chain around the land development project at Aratiatia Block.

TOPDRESSING FERTILIZER from a truck with a blower near Matahiwi, Masterson, New Zealand. Aerial topdressing is increasing rapidly, creating a good market for U.S. spraying planes and equipment.

be at record levels in 1965, due to a continued high level of export earnings. The situation is particularly inviting to American manufacturers and exporters of machinery and equipment, and basic farm and industrial raw material.

Import licensing

In the year ahead New Zealand will continue to employ an import licensing system which aims to keep "essential" foreign purchases within the limits of its overseas earnings. "Non-essential" imports, or goods adequately available from domestic resources and production, will not generally be authorized for import.

Under the protection of the licensing system New Zealand's producers have been satisfying domestic consumption for most household consumer goods. Therefore, there are limited prospects for increased sales of American consumer products outside of licensing arrangements or joint ventures with local entrepreneurs.

A good market will exist, however, for raw materials and components going into production of consumer goods.

New Zealand's fabrication and assembly plants, and its established foundries and engineering works, moreover, are slowly precluding imports of a range of producer goods such as excavators up to ⅜ cu. yd. capacity, fork lift trucks; conveyor systems; fabricated stainless steel products; a variety of pumping equipment; trench digging machines up to 10 h.p.; bulldozers and angledozers; graders up to 21,000 pound weight; hydraulic cranes up to 5 ton capacity; scrapers up to 6 cu. yd. capacity; towed rippers; winches, cranes, and hoists for tractors.

The import licensing system is essentially geared to favor and extend the development of New Zealand manufacturing. Once adequate local production is achieved, imported competing products are barred from import into the country.

The New Zealand importer wishing to import larger volumes within the limits of his licensing entitlements must substitute local content in the products he has been importing in finished form.

The enduring nature of the licensing system has resulted in a large section of the importing community diversifying its business to include manufacturing or assembly in some degree. Some importers prefer to sub-contract product finishing.

There is considerable opportunity for the American businessman interested in licensing arrangements or joint ventures in producer goods. Government development authorities generally favor a New Zealand shareholding of at least 50% of the equity capital in new industrial undertakings. Financial authorities generally hold royalty payments to less than a 5% maximum on ex-factory prices.

Foreign investment is cordially invited by the Government, and terms and conditions can generally be satisfactorily negotiated.

Import trade

A number of substantial import houses want more business with the U.S.; they are convinced of the quality and performance of American equipment and the styling of American merchandise, whether it be directly from the U.S. or from subsidiary or branch plants in the Commonwealth. While only about 10% of total imports are from the U.S., a much larger percentage is being brought in from U.S.-controlled Commonwealth suppliers.

STEP RIGHT UP and try it out. A fairgoer takes his turn at one of the machines designed to spark U.S. sales at the Bureau of International Commerce Exhibit at Wellington's International Trade Fair.

New Zealand generally prefers and buys U.S. or Commonwealth produced American products, all market factors being equal.

On direct orders from the U.S. the deciding factor, unfortunately, is often the tariff to be paid because of the Commonwealth preferential tariff margin, unless the New Zealand purchaser can be convinced that its quality makes the U.S. product competitive.

I have an overall impression that American businessmen think of New Zealand as a sellers' market . . . a state of mind which will lose America much business. For example, there was an excellent market for plant equipment for spinning yarns, which German and Italian manufacturers captured by sales trips to New Zealand; on the other hand a leading American manufacturer did little active promotion, depending on his Australian representative who visits New Zealand perhaps only once every three years.

Through the trade opportunity service of the U.S. Department of Commerce, a leading New Zealand furnace manufacturer has had no success in locating an American manufacturer to supply him with domestic oil-fired furnace controls; the manufacturer is persistent, however, and will pursue a supplier himself on a business trip to the U.S.

On another occasion a steel fabricator offered to purchase a $500,000 integrated plant consisting of machine tools and welders. Although the management greatly preferred to purchase U.S. equipment, it did not secure one offer despite repeated efforts.

Trade development

There are encouraging trade opportunities in New Zealand for the sale of special machinery for industries, and food and dairy processing equipment. U.S. suppliers, for example, sold £1.9 million ($5.3 million) worth of machines for special industries in the year ending June 30. The import rise was 80.7% over the previous year, to give direct U.S. sales a 32.7% market share. U.S. exports of agricultural machinery and implements were up by 31.3% in the same period.

The national drive to increase agricultural production combined with flush farm bank accounts indicate a major expansion ahead in the production and distribution of fertilizer. Import expenditure on rock phosphate, sulphur, and potash is expected to double and triple itself in the immediate future. U.S. exporters have made notable progress recently in sales of rock phosphate, and are doing very well in the other principal fertilizer lines.

The increased use of fertilizer will entail expansion in agricultural aviation. Approximately half of the country's current topdressing is done from the air. A buoyant demand for aircraft suitable for topdressing is expected to remain strong for a long period ahead. New Zealand importers are looking for additional American suppliers prepared to service the market on suitable credit terms. The United States market share for all type aircraft is close to 60%, and there are good prospects of raising the percentage.

American producers and exporters of timber should expect a steady and significant annual growth in New Zealand's demand for softwood lumber from the Pacific Northwest. The current level of softwood imports from the U.S. and Canada is close to 25 million board feet a year, and could double itself in volume during 1965. The major limiting factor is lack of cargo space. The market is acutely short of softwood, due to a substantial drop in output of indigenous species.

New Zealand will be calling tenders and beginning the initial work on the Tongariro hydroelectric power scheme (2300 million kw.-hr. annually). The scheme is one of several planned to raise generating capacity from 8,961 million to 17,645 million kilowatt hours.

The situation means new opportunities for the sale of electric power generation and distribution equipment, as a considerable amount of the needed material and equipment must be imported. Construction firms should be alert to major Government power tenders as they emerge.

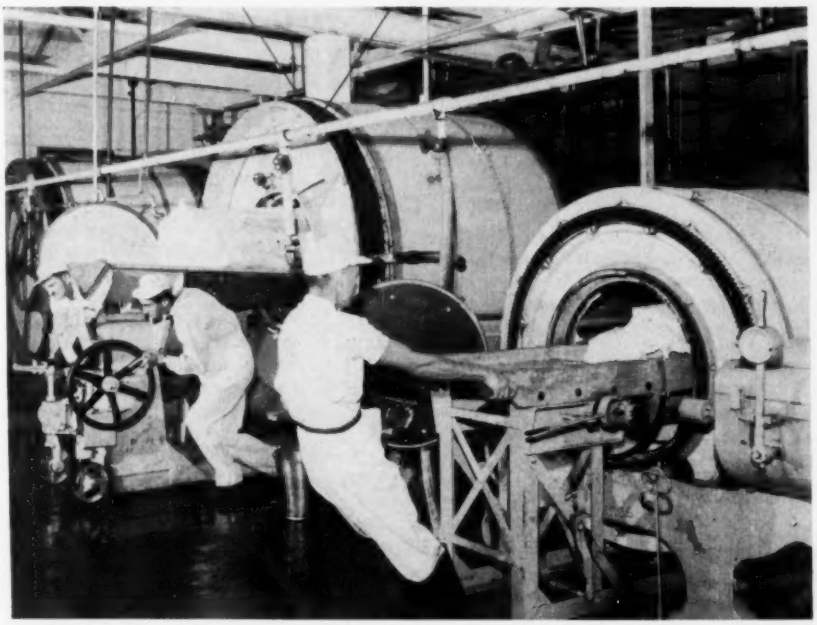
There is considerable receptivity to American finishing fabrics and screen-printed polyester fabrics by major import houses that cannot find available suppliers in the U.S. Textiles represented over 14% of New Zealand's total imports for the last licensing year ($103.9 million).

I am convinced that the market potential is not being fully taken advantage of, although happily there has been some recent improvement. Imports of U.S. synthetic fabrics increased 42.9% in the year ending June 1964 (U.S. sales were $3.4 million), but the U.S. total market share was still only 11.2%. The market share in cotton fabrics was only 5.2%.

A moderate, but probably insufficient, number of new hotel-motel accommodations are being planned to handle the expected flow of tourists when jet flights into New Zealand begin in late 1965. The market could be profitable for suppliers of hotel-motel equipment, and bar supplies and fittings.

Large urban and regional shopping centers are gradually revolutionizing New Zealand merchandising, now largely based on the small neighborhood specialized store. The market should thus be receptive to American machinery for more advanced product packaging of foods, hardware, and varied consumer products. In many product fields modern packaging is unknown to New Zealand.

The developments underway in retail merchandising should also heighten the demand for U.S. product designs and for equipment and raw materials related to containers and packaging.



MUSCLES BULGE as workers remove butter from the churns at the Blenheim Co-Op Dairy in Marlborough.

International Trade Winds

PROPJET FREIGHTERS—Brazil has purchased five Lockheed C-130E Hercules propjet airfreighters from Lockheed Western Export Sales Co., Atlanta, Ga. The big freighters will be used by the Brazilian Air Force for supplying isolated areas with food, medicine, doctors, health units, seeds and other forms of aid—particularly in times of drought, floods and during national emergencies.

DIESELS—Ten General Motors Diesel-Electric motors have been ordered by the Chihuahua-Pacifico Railroad for mainline service on its all-Diesel system across northern Mexico. The locomotives, valued at $2,040,000, will be built at La Grange, Ill., by GM's Electro-Motive Division. Chihuahua-Pacifico was a logical customer for this type of locomotive because the railroad rises from tropics to snow-covered mountains and needs the power reserve of the new GP-28's.

AIRLIFT—A 30-ton meat-processing plant is being airlifted by Pan American World Airways to Barranquilla, Colombia, so that a Colombian firm can begin supplying France with badly needed beef. The prefabricated plant, manufactured by Davis International, Inc., of Youngstown, O., will process 2,000 head of cattle monthly. Carnes Colombiana, Ltd., will ship the meat to Compagne Continental in France.

GAS, OIL—Two licenses for North Sea gas and oil exploration have been granted by the United Kingdom to North Sea Selection Co., Ltd., acting for a group which includes AMAX (American Metal Climax, Inc.), Falcon Seaboard Drilling Co., Selection Trust, Ltd., El Paso Natural Gas Products Co., and North Australian Petroleum Co. The two licenses together cover 11 blocks comprising 680,000 surface acres and each license involves additional geophysical exploration and the drilling of one test well.

DREDGES—A branch office in Brussels and a subsidiary in Amsterdam have been established by Ellicott Machine Corp., Baltimore, Md., designers and builders of dredges and dredging machinery. Ellicott, with a 10-year-old branch office in France, has been supplying floating excavating machinery to Western Europe for many years. Improved servicing is the object of the current expansion.

Bouncy Swedish prince royally hails future

By Neil C. Hurley, Jr.

Chairman, National Export Expansion Council

STOCKHOLM—Two army trumpeters with a tornado blow disturbed the peace of the gentle Scandinavian setting with a blistering blast that rocked the room with musical spirit—the *tata te ta teta* startling at least two Americans to scan for mutuels. In Stockholm such harmonious abandon, however, means a speech, not horses.

This time His Royal Highness, Prince Bertil, younger brother of King Gustaf VI, bounced with alacrity to the microphone to open a technical fair.

Prince Bertil is dapper and dashing, a salesgirl's or a princess' dream of what an honor-bright prince should look like. He is the great-uncle of the Danish Princess Ann-Marie, who two months ago became the Queen of Greece and the wife of King Constantine. As a member of the Bernadotte family he has so many ties with national monarchies that Christmas shopping for cousins explains proximity of Santa's workshop in nearby icy Lapland.

A band broke into the Swedish national anthem, *Du gamla, du fria, du fiallhoga Nord*—"Thou old, thou free, thou mountainous North." Spectators perched in windows, leaned from balconies, filled stairs and pushed against a police cordon. The Prince, suave and sophisticated at 50, carries confidence in his stance like a newly-named Governor on election night.

His Royal Highness showed increasing interest in the United States' very professional electronic exhibition. "Electronics as well as atoms will rule the world," he stated, stopping long to look at new American visions of the future. He gaped in fascination at a teletype contraption that batted out 400 words a minute.

Charge d' affaires Alfred Jenkins explained exhibits were quite beyond diplomatic knowledge, but he was certain his 11-year-old son could explain them all. But a very knowledgeable Prince Bertil kept pausing to ask questions.

"We Swedes are proud of our technology," the Prince explained to this corner. "This show demonstrates what we have learned but, too, it enables us to see where others excel. It gives us impulse to do more.

"There are Swedish firms that you in America do not even know are Swedish.

"There are Electrolux vacuum cleaners, SKF ball bearings, De Laval milking machines, Atlas-Copco power tools and L. M. Erickson, who build large numbers of your telephones. Most of you think they are American as Thanksgiving turkey, so neatly have they integrated with your economy and life.

"In this country we are too small to produce everything profitably, so we import more than most industrial nations. Besides, we pick and choose our specialties for world marketing.

"We bought $200 million from England and West Germany in the first six months. We purchased that much this year for the first time from the United States. We need, however, to sell you materials and goods. Our exports to the United States are half of yours to us. Over-all Swedish exports match imports."

His Royal Highness is the Prince Regent, a working title during absences of his brother, Sweden's 82-year-old King, and a title he will continue to hold until Crown Prince Carl, the King's son and successor, now 18, becomes 25 to take his place on the throne when his father no longer rules.

Prince Bertil is a born oriental art collector and an authority on automobiles by inclination.

"Tell Mayor Richard Daley, who extended me a delightful Chicago dinner last year, I am still racing motor cars and intend next year to drive him up Michigan Avenue 140 miles an hour," he grinned. The Prince has not heard of Police Superintendent Orlando Wilson, and Orlando Wilson has not heard of that king of diplomatic immunity.

This day, royal treatment from a prince of a guy.

Panamanian business activity rallies after 3rd quarter slump

Many businessmen postpone decisions until President Robles' tax reform program takes shape; foreign banks open branches

The level of business activity in Panama was low during the third quarter of the year, but a rising tendency was noted late in the period.

Many observers felt that this partly-seasonal slump also represented a delayed reaction to the January disturbances. Partisans of this idea pointed to the business upswing late in the quarter and declared that business would now pick up some of the momentum lost earlier in the year.

Others argued that no substantial improvement in conditions should be expected until more is known of the new Administration's tax program, announced by President Robles late in October.

Third quarter activity in the bellwether construction sector was sluggish compared to a year ago, but there was no critical decline. Optimism is beginning to grow concerning the prospects for a marked upswing in new construction starts when the dry season begins in mid-December.

Trade sources indicate that several large projects are already being contemplated for early next year. They also contend that many other builders are awaiting the outcome of the tax reform proposals now before the National Assembly before formulating their plans.

The compelling necessity of balancing the budget and meeting forthcoming financial problems through a tax reform was repeatedly emphasized by the new President. The newly-named Director of Internal Revenue announced in early August that tax delinquency would be dealt with firmly. Officials emphasized that the deficit in the ordinary budget for the current fiscal year might amount to as much as $8.5 million and that the floating debt amounted to some $20 million at the end of August, the highest yet reported.

Trade data scanty

Statistical information is not available on imports, and only fragmentary reports have been obtained on exports. It has been reliably reported that toward the end of the quarter, retail merchants were rushing to replenish their stocks to fill the Christmas demand. Much of this merchandise would have to be purchased in the Colon Free Zone rather than directly from abroad, since the time factor would hardly permit obtaining goods from overseas sources.

Exports of refined petroleum reflected monthly increases. Banana export figures were relatively good, but the effect of the losses suffered during the strike earlier in the year will inevitably be reflected in annual export figures.

Imports of several scarce agricultural items such as rice, coffee and corn, were authorized by the Office of Price Control, and exports of cattle and beef were permitted.

Loan agreements

The following loan agreements, totaling $10.3 million, were negotiated:

- A $2.4 million loan for a rural cadastre and natural resource survey, and provision of technical assistance in tax administration. The project will require approximately three years to complete and will be co-ordinated by the Agrarian Reform Commission.
- A $2.4 million rural development loan for improvement of the National Agricultural School and Experimental School at Divisa; construction of facilities and procurement of equipment for agricultural extension services; supervision of agricultural credit for livestock improvement, and technical assistance in priority development activities.
- A $2 million loan to finance a series of pre-feasibility and feasibility studies for projects in the Government of Panama's National Development Program. Studies may include agricultural development projects, education facilities, urban water and sewage systems, transportation, electric power, industrial park development, housing and tourism.
- Budgetary support of $3.5 million to offset the serious fiscal situation caused by the rapid increase in the floating debt.

A contract between the Inter-American Development Bank (IDB) and Panama for funds to finance the irrigation of 27,500 acres was signed in August. This $8.5 million project has led to a request for $800,000 from the U.N Fund for Economic Development for an agricultural and economic study of the region to be benefitted.

New bank branches

The Bank of Colombia inaugurated a branch in Panama in August, offering a full range of banking services. This is the first Latin American banking institution to be established in Panama. The large San Francisco-based Bank of America was scheduled to open its first branch in Panama in November, and one of the U.S. banks already operating in Panama is to open another branch before the end of the year.

Total bank deposits did not change appreciably during the quarter. Official figures indicated that a comparatively small percentage of the capital which left the country in January had been brought back by June 30. This did not have a marked effect on credit availability.

On the contrary, the optimism greeting the inauguration of the new President, together with expectations of a seasonal business improvement during the fourth quarter, combined to ease restrictions a bit.

Other factors pointing toward an increase of business both in Panama City and the interior of the country included the awarding of the last big contract for the Inter-American Highway in Panama and stepped-up activity under the Alliance for Progress program.

The Government-owned People's Credit Bank announced that in its two years of operation it had extended about 40,000 personal loans amounting to $5.5 million. Rumors that this bank would be consolidated with the Banco Nacional have not been confirmed.

Anti-dumping law extended by Austria

Austria has extended the validity of its Anti-Dumping Law until Dec. 31, 1967. No changes have been made in the currently-valid provisions, effective since 1962 and scheduled to expire at the end of this year.

For an unofficial English translation of the law, **write:** OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C., 20230.

All indicators point to significant economic expansion in Venezuela; imports at highest level in years

Industrial output up 20% in first half; no slowdown expected; new import restrictions enacted to protect domestic industries

President Leoni's final selection of the much-heralded "broad based" coalition Cabinet has ended the braking effect on the economy caused by the abnormal extension of the "temporary administration."

Combined with a host of favorable economic indicators, this gives rise to continued optimism concerning the pace of Venezuelan economic growth and development.

Preliminary production figures for the first half of 1964 indicate a significant increase in economic activity. Total industrial production rose 20%. Construction activity was at its highest level in four years, with no indication of an early decrease. Retail sales of consumers goods remained high, and import tonnage totalled its greatest aggregate in several years.

Petroleum production for the first three quarters of this year registered a 3.43% increase over the same period in 1963, and is expected to increase 4% for 1964 as a whole.

The average monthly iron ore output of 1.3 million metric tons in the first seven months of 1964 is 25% higher than the corresponding 1963 period. Total 1964 production is estimated at 15 million metric tons.

These increases in the output of Venezuela's main exchange earning commodities have strengthened the country's foreign exchange position and increased monetary liquidity. International reserves were $841.4 million in mid-October, up $105 million since Sept. 30.

Budget increase

President Leoni's Additional Investment Plan has increased 1964 government expenditures by 835 million Bolivares (4.5 bolivars equals $1) to 7,186 million bolivares. Both the current and the 1965 budget, presented to Congress in early October, reflect a higher level of income and expenditures.

These increases have been made possible by the exchange reform measures of January 1964, which provided for a significant increase in revenues from the petroleum and iron mining companies. The higher level of expenditure reflects government efforts to increase the volume of spending and investment to the levels specified in the Four Year National Development Plan (1963-66).

As in the past two years, the Federal Government is running a substantial fiscal surplus, amounting to 675 million Bolivares for the first three quarters of 1964. Accordingly, the Minister of Finance has stated that an increase in the general level of taxation would not be recommended in the present period of accelerated economic growth.

New import barriers

The Government of Venezuela has issued a new series of resolutions in conjunction with its policy of protecting domestic industries. The commodities concerned were printing inks (substantial high duties imposed); rubber carpets or mats for motor vehicles (duties increased); adhesive bands and tapes, knife switches and fuse holders (placed under the import license system); ciders, electric commutation and distribution panels (duties increased).

In addition, ceramic bathroom fixtures and their accessories were removed from the prior import license requirement, but are now assessed at a high tariff rate. Reclaimed rubber and several types of writing and printing paper are now subject to the import licensing system. A duty of 10 Bolivares per gross kilogram was imposed on carpets and bathroom mats and rugs.

A three-million-Bolivar plant in Maracay to produce inks, varnishes and solvents for the printing industry is scheduled for completion within the next few months. The plant will produce a substantial amount of the country's requirements for printing ink still supplied by imports. At the beginning of 1964, approximately 60% of the country's annual demand for printing inks was supplied by local production.

Agent constructs

Among other industrial and commercial developments, Importadura Cientifica, C.A. (IMCA), the agent for Minnesota Mining and Manufacturing, will soon begin construction of a plant producing plastic adhesive tape, paper tape and abrasives at Valencia.

Owens-Corning Fiberglas has formed a Venezuelan company, and the local production of Alka Seltzer is planned. J & P Coats has opened a new thread factory in San Joaquim, while Phillips of Venezuela was scheduled to begin producing fluorescent lamps in Maracay this month.

Finally, the state-owned petrochemical enterprise signed contracts with several German firms to build four explosives plants. Two cement companies, Cementos Carabobo and Cementos Coro, have merged to form a 20-million Bolivar firm called Consolidada de Cementos.

Westinghouse Electric has received the contract to supply three turbine generators costing approximately $3 million for the Guri Dam. The First National City Bank of New York announced an increase of 20 million Bolivares in its capital and reserves, thereby raising its total investment in Venezuela to 60 million Bolivares.

The Venezuelan Development Corporation (CVF) granted 37 long-term loans totalling 11.2 million Bolivares in the first half of 1964. CVF announced that it does not plan to grant credits to any industries which already possess adequate capacity. The Corporation is studying a series of projects concerning financing for industrial enterprises to manufacture intermediate products, especially in the chemical, metallurgical, steel and petrochemical fields.

Imports entering Venezuela through the three main ports—La Guaira, Puerto

Want more?

Further information on commercial and economic conditions abroad can be obtained from the Bureau of International Commerce, Office of International Regional Economics, Department of Commerce, Washington, D.C., 20230.

Commodity stories generally are prepared by the Business and Defense Services Administration (BDSA) industry divisions.

Reports are based on dispatches from U.S. Foreign Service posts and on department analysis.

Cabello and Maracaibo—during the third quarter of 1964 were more than 642,000 tons, the highest quarterly level in recent years.

To increase the pace of export expansion, the Ministry of Development may eliminate export licenses, leaving in effect only those governmental export controls required for statistical purposes.

Recent trade missions to Venezuela included an Indian group considering joint Venezuelan-Indian investments in manufacturing industries, and a Canadian mission studying Venezuela's requirements in the field of industrial products and equipment.

With production now averaging approximately 3,372 barrels a day, the Venezuelan Petroleum Corp. (CORVEPET) claims proven petroleum reserves of some 51 million barrels and plans to produce 9,000 barrels a day in 1965. The corporation also announced it will open 50 new service stations and plans to have one-third of the domestic service station market by 1968.

New distribution system

CORVEPET also stated that it will invest 24 million Bolivares in a natural gas distribution system to serve its customers in Zulia State, and will drill five new exploratory wells, including three in the Gulf of Venezuela.

A joint commission composed of CORVEPET members and representatives of the Ministry of Mines and Hydrocarbons and other interested government agencies is formulating the basic conditions required for obtaining service contracts with CORVEPET. One of the conditions under which the three political parties agreed to form the coalition government was the continuation of the "no new concessions" policy, and the development of a substitute for the suspended concessions policy.

CORVEPET will become the principal agent of the government's petroleum policy and will eventually control the domestic system handling the shipment and distribution of natural gas.

The Venezuelan Government initiated several important projects and concluded a number of financial agreements with international lending agencies during the third quarter. The Board of Public Health Service for the Federal District announced that four general hospitals will be built in the Caracas area. The Ministry of Public Works awarded contracts for a 1,200-student industrial school in Caracas and for two other schools in San Felix and Barcelona.

The Ministry has also requested bids on two sections of highway between Machiques and La Fria, and a 102-kilometer stretch of road between Tejerias and Valencia.

The Banco Obrero granted contracts for 27 low-cost apartment buildings in Barquisimeto and Caracas. The Banco was reported planning to build 7,000 low-cost houses during 1965 at a cost of 85 million Bolivares, of which the Inter-American Development Bank (I-DB) is to finance 12 million Bolivares.

The Instituto Nacional de Obras Sanitarias has requested bids on a portion of an aqueduct for Maracaibo and for some of the projects concerned with constructing an intermediate pump station and connected systems in the Tuy No. 1 complex near Caracas.

The Government of Venezuela has recently authorized the issue of 120 million Bolivares in municipal bonds to pay overdue debts of the Federal District Government dated prior to April 30, 1964.

Subsequently, a $6 million project for the construction of 824 middle income houses in the Valencia area was announced, to be financed by a loan from three U.S. insurance companies. The project will serve as a pilot operation to demonstrate the feasibility of this type of housing finance in Venezuela.

The government is considering the creation of a central mortgage bank to regulate mortgage institutions and to stabilize and expand the current market for mortgage paper. In addition, a special commission has been established to study the creation of a workers' savings bank and a savings and loan system. The government has also acquired control of the Banco Comercial de Maracaibo, in an effort to inject new capital into the institution and revitalize its operations.

World Bank loans

The World Bank authorized a $14 million loan to CADAFE, Venezuela's state-owned electricity company, for the construction of a transmission line bringing surplus power from the Guri Dam to the central region of the country. In a separate transaction, the World Bank also extended a $30 million loan for construction of a highway from Barinas to San Cristobal and for completion of urban auto expressways in Caracas.

In the transportation sphere, the first pure jet commercial airliner for domestic operations was acquired in August by the privately-owned Aerovias Venezolanas, S.A. (AVENSA). The French-built Caravelle is scheduled to begin service on the Caracas-Maracaibo run in the near future.

Sixteen key airports throughout the country were supplied with all-weather navigational aids during the third quarter. These included the installation of Distance Measuring Equipment (DME) at Caracas' Maiquetia Airport, the first commercial installation of this type of equipment in South America.

Sales of gas heaters soar in the Netherlands

Sales of gas-fired room heaters during the first eight months of 1964 reached 56,900 units, a 450% jump over the like period of 1963.

Sales of oil-fired heaters amounted to 108,200 units, nearly double those of last year, while coal heater sales declined some 50% to 132,600 units. The share of the total room-heater market held by gas-fired units rose from 2% in 1961 to 18% for the first eight months of 1964. This increase is expected to accelerate as distribution of natural gas is extended to additional areas of the country.

A review of the Dutch market for gas equipment and appliances is contained in *The Outlook for American Gas Appliances and Equipment in the Netherlands*, OBR 64-95. Copies may be obtained for 15 cents each from any Department of Commerce Field Office or from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C., 20402.

Small business conference boosts international forum

An International Conference on Small Business, organized by the International Association of Crafts and Small and Medium-Sized Enterprises and held under the auspices of the Organization for Economic Cooperation and Development, has suggested that a permanent international forum be established to discuss the problems of small businesses.

Papers presented at the September meeting in Paris concerned collective actions taken by small and medium-sized enterprises to adapt themselves to new market conditions. They pointed out that these enterprises call for particular attention in view of their traditional structure and special needs in economies which are becoming more complex.

In view of the substantial contribution which crafts and small and medium-sized enterprises can make to economic growth and development in both developed and developing economies, the Conference recommended that the OECD consider establishing a small business program to facilitate the adaptation and development of these enterprises.

The reports and discussions of the Conference will be available at a later date.

PROSPECTIVE BUYERS inspect Costa Rican ceramics which are destined for the world's markets.

Letup in volcanic ashfall helps strong 3rd quarter in Costa Rica

High coffee export earnings lead generally bright performance; budget problems again force deferment of payments on debt

Personal consumption remained high in Costa Rica during the third quarter, apparently because of high coffee earnings during the previous six months. Domestic trade was reported more favorable than in third quarters of previous years.

Although sales during July and August were slightly lower than last year, surprisingly, they did not drop as significantly as usual after Costa Rica's Aug. 15 Mother's Day. Lighter volcanic ashfall from erupting Irazu may have had a heartening effect on shoppers in September.

Foreign trade was considerably higher than in the first half of 1963, and a current account surplus of nearly $3.9 million resulted. Imports reached $63.3 million, up $4.9 million over the like period of 1963. The U.S. import share was 46%, down 2% from last year. The share of the next most important supplier, West Germany, also dropped, falling 1% down to 11.1%.

Significantly, imports from other Central American Common Market members and Panama more than doubled, rising from $2.1 million to $4.4 million.

A substantial increase in exports to $67.2 million during the first half of 1964, was due to coffee prices which averaged $41.14 per 100-pound sack on the world market during the 1963-64 coffee year.

Coffee exports increased some $5.8 million, banana exports were up approximately $2.3 million, and frozen beef was up $600,000. Also contributing significantly to the favorable balance were a host of manufactured exports, headed by chemical fertilizer shipments, which rose $2.5 million.

Financial straits

Central Government expenditures now considerably outstrip revenues, and the Government was again obliged to defer payments on the bonded internal debt and also on the Americal bonded debt. A $6 million loan was obtained from the First National City Bank of New York to pay pressing Central Government obligations.

Three supplementary budgets were enacted, raising the 1964 ordinary budget to $67.8 million and the extraordinary budget to $13.8 million. The imbalance between expenditures and earned income could approach $15 million.

Meanwhile, the 1965 budget bill, comprised of a $73.6 million ordinary budget, and a $2.1 million extraordinary budget, is under consideration in the Legislative Assembly. As coffee exports from the 1963-64 crop ended, international reserves declined by $6 million in August, down to $18.8 million.

Industrial headlines

Automobile assembly industries and textiles made headlines as basic decisions were taken or approached regarding their future roles in the Central American Common Market. Eleven Industrial Encouragement Law contracts, seven for new investment and four for expansion of plant and equipment, were signed during the quarter.

The major new investment is the Agro-Quimica S.A. project for an insecticide plant to produce parathion and carcamates-based pesticides and DDT. Manufacture of the last is dependent on a decision by the Central American Common Market Secretariat that the rights of Nicaragua under the San Salvador protocol on integration industries are not infringed. Agro-Quimica will represent an investment of $10 million over three years of mixed U.S., Mexican and Costa Rican capital.

Rules regarding change-over from Semi-Knocked-Down (SKD) to Completely-Knocked-Down (CKD) operations were promulgated for the automobile assembly industry. Essentially, they require CKD operations for passenger vehicle assembly by Feb. 1, 1966, and jeep-type vehicle assembly by July 1, 1965. Assemblers must use increasing but unspecified amounts of Central American Common Market parts and raw materials.

Industrial Encouragement Law contracts will be subject to revision bringing them in line with any future Common Market Special Protocol on Assembly Industries.

The largest Costa Rican assembler, a mixed enterprise formed by Lachner and Saenz, local General Motors franchisee, and COOPESA, industrial co-operative successor to the SALA aviation repair facility, started operations Oct. 22. Plans are to produce 300 Opel automobiles and Chevrolet trucks a year. Initial investment is approximately $500,000.

News that the Government of Honduras had granted an industrial encouragement contract rebating all import taxes on plant, raw material, equipment and diesel fuel for five years (limited to three years on cotton textile imports) caused heated reaction among Costa Rican textile manufacturers. Effective and forceful presentation of industry's views resulted in a September emergency meeting at San Jose where representatives of Governments and industry, except for Honduras, formulated plans for regulating textile competition in the Common Market. Honduras later agreed to revoke the controversial contract, and Central American Common Market textile trade is approaching normal.

Mixed prospects

The 1963-64 coffee year closed Sept. 30 with a final production figure of 1,431,679 quintals (1 quintal equals 101.4 pounds), according to the Costa Rican Coffee Office. Exports of 1,219,108 quintals earned roughly $50 million.

Although some farmers expect higher yields from the 1964-65 harvest (which began in August) an over-all decline in production which may reach 34% is projected.

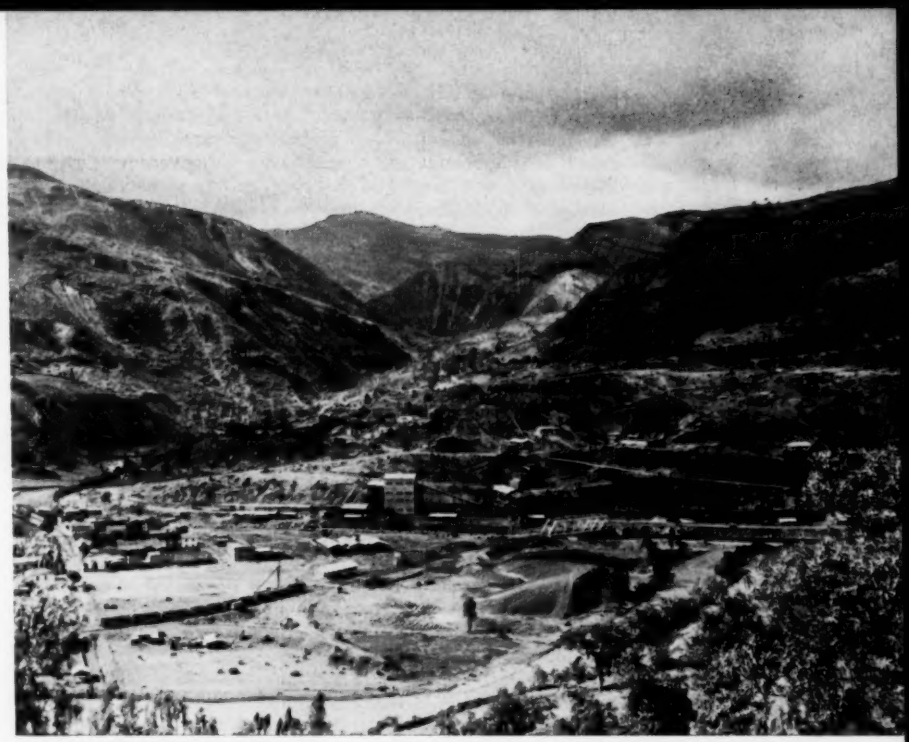
This drop is largely attributable to volcanic ashfall, insect damage and drought. Additionally, many farmers in the Turrialba area and scattered over the Central Plateau and the Pacific slopes have recently reported premature coffee cherry losses due to "chasparrea," or lack of moisture immediately following flowering. Estimates are that export earnings losses from the 1964-65 crop may range up to $17 million.

Sugar grinding for the season closed Sept. 30, with a total production of 95,000 short tons of raw sugar, an increase of 4,014 short tons over 1962-63. A combination of volcanic ash activity, the unusually dry season—and difficulties at the mills kept 1963-64 production below expectations. The Sugar Cane League estimates 1964-65 production at 120,000 short tons.

One shipment of 1900 head of heavy range steers to Italy was made in mid-September and a second shipment of the same number on Nov. 1. This makes a total of 5,435 live cattle exported against the 1964-65 quota. Earlier plans to export 16 million pounds of chilled beef in 1964 may have to be reduced because of the increased export of live animals.

MISSIONS SCHEDULED

U.S. Trade Missions will visit the Philippines, India, Thailand/Taiwan, and Colombia in the first half of 1965.



PICTURESQUE AND PROFITABLE is the Acerias Paz del Rio steel plant, tucked away in the foothills of Colombia's Cordillera Oriental. There is rising interest in long-term investment in Colombia.

Colombia moves to protect peso; coffee paces strong trade showing

New agency will supervise import controls, export expansion; protection of locally-made goods is attracting many investors

The Colombian Government moved to protect the country's exchange reserves through a series of measures in the last week of October.

The Central Bank stopped supporting the free peso rate of exchange which had been firm at around 10 pesos per dollar since January 1963. Without support the free peso rate fluctuated between 11 and 12 pesos per dollar.

Concurrently, the Central Bank raised the reserve requirements of the commercial banks in order to tighten credit and dampen speculation against the peso. Credit had been relaxed in August to meet commercial demand.

In a third move, the Government removed the duty-free status of goods brought by travellers through the Free Port of San Andres Island.

The Government stated that these measures were aimed at strengthening the certificate rate of exchange (the 9 peso per dollar rate applicable to imports), reducing foreign travel and contraband trade, increasing the country's reserves, and providing incentives for exports other than coffee and petroleum.

While the Government was defending the exchange rate, it was also attempting to raise badly needed revenues to stimulate a lagging public investment program and avoid a sizeable budget deficit. Public investment expenditures in 1963 and 1964 accounted for only 2.6% of gross national product, compared to 3.2% in 1962 and 3.3% in 1956-58.

Coffee earnings help

On the brighter side, export earnings were up primarily because coffee exports were about $80 million higher than in 1963. Moreover, the trade deficit was much smaller, as import registrations exceeded export registrations by only $16.5 million during the first three quarters of 1964, compared to $70.6 million for the same period of 1963.

Import registrations at $354 million were only slightly above the similar period of 1963. Capital goods, raw materials and semi-finished goods constituted the bulk of the trade, with consumer goods accounting for only about 5 to 6%. The U.S. share of the market in the first half of 1964 was 50.8%.

Colombia fulfilled her 6.2 million bag export quota for the coffee year (October 1963 to September 1964) established under the International Coffee Agreement. The 1964-65 quota is about the same. Prices for Colombian coffee in the New York market remained at about 50 cents a pound.

Total export registrations for January through September 1964 were valued at $337.8 million, far ahead of the $278.3 million for the same period of 1963.

Significantly, coffee export statistics showed a market trend toward greater sales in the European markets. While four years ago the U.S. bought 73% of Colombia's coffee exports and Europe 24%, these shares are now 57% and 40%, respectively.

The Government established the Superintendency of Foreign Commerce in July, and gave it responsibility for administering import controls and expanding exports. Import licensing procedures are being revised to assure more careful study of applications and to restrict criteria for granting protection to local industries.

Investment interest

There is ample interest in long term investment. Many firms are becoming aware of the protection accorded domestic manufactures by the Colombian Government and of the possibilities of selling in the LAFTA market.

Recently the Singer Sewing Machine Co. announced a $700,000 expansion of its Bogota plant. The Cabot Corp. of Boston is constructing a $4 million carbon black plant at Mamonal, near Cartagena. Enka de Colombia, a Colombian-Dutch joint venture, plans to produce nylon fiber and filaments including nylon tire cord and polyester fibers.

Petroleum production of 40.4 million barrels for the first eight months of 1964 was up about 5% over the similar period of 1963. A series of strikes prevented even greater production. New crude production began at Richmond Petroleum's new 25,000 barrel a day Rio Zulia field in mid-August. The crude is transported over a new 493-kilometer pipeline to the port of Santa Marta.

Total exports of crude stood at $39.1 million in the first six months of 1964, compared to $33.9 million in the first half of 1963.

The Ministry of Mines and Petroleum issued two decrees dealing with refining and concession applications on Oct. 26. They provide that new refinery construction must have prior government approval and that petroleum producers and exporters may be obligated to sell their crude to domestic refineries.

The growing field of petrochemical production received added stimulus recently when the Government oil entity, ECOPETROL, Celanese Colombiana, and Colombian private financial institutions established a fund to finance feasibility studies in the area of petrochemicals. The final objective is to produce basic materials to make polyester fibers, nylon textiles, tire cord, and acrylic fibers.

Airport tax

A tax of $7.50 was imposed on air passengers departing from Colombia and a tax of 75 cents was levied on passengers departing for domestic destinations. The taxes will be used to improve airport facilities.

At Barranquilla the inadequate channel depth at Bocas de Ceniza is preventing most vessels drawing more than 20 feet from calling at the port. The silt buildup at the Bocas has continued despite assurances from engineers that conditions will become better.

The Colombian Ports Authority (Empresa Colombiana de Puertos) opened bids for the construction of port facilities at Buenaventura on Sept. 15. These facilities include a dock extension, a new pier, a petroleum handling wharf, transportation connections and other modernization work. The Inter-American Development Bank has loaned the Authority $10 million for this project.

Dutch buying more mining and utilities equipment; other machinery orders dip

Dutch orders for plant machinery and equipment in 1964 are expected to total $1,090 million, 3% off the 1963 level and a continuation of the downward trend which started in 1962.

The overall decline in fixed asset orders was led by a 61% drop for the building industry. However, orders for the mining industry—including equipment for extracting and transporting natural gas—are expected to jump 149% to $127.6 million, and should nearly compensate for the lower estimates in most industrial sectors.

Public utilities, the only other sector of Dutch industry predicted to buck the downward trend, are expected to place orders for $279.1 million, an increase of about 10%.

Peru's industrial bank to buy shares in industrial firms

May buy up to 50% of shares in new industrial undertakings

The Industrial Bank of Peru has announced its willingness to participate as a shareholder in the establishment or expansion of industrial firms, and invites firms seeking financing for investment projects to submit applications.

Evaluation of loan applications will be made in conjunction with the National Institute of Industrial Promotion.

Before the Bank can go ahead with an investment it must receive Government approval that the project is in the national interest. The approval of the Instituto de Promocion Industrial is also required.

The Bank may buy up to 50% of the share capital of a firm. In no case shall bank participation in a particular investment amount to more than 10% of the Bank's paid in capital and reserves. Furthermore, the total of all authorized investments of the Bank shall not exceed 35% of its capital and reserves.

In cases where the firms operate profitably, the Bank may sell its shares to the public. The shares would be offered on a prorated basis if the number of buyers is greater than the number of shares.

Shares held by the Bank will entitle it to:

Representation on the board of directors and in financial and supervisory units of the corporation.

Call a general board meeting, if the Board of Directors fails or delays to do so without justification.

Liquidate a firm if losses amount to at least 35% of its capital.

Designate liquidators in case of liquidation.

Participate in the distribution of liquid assets, with preference over other classes of shareholders.

Panama gets AID loan

A $3.5 million supporting assistance loan has been authorized to Panama, as a part of the Alliance for Progress.

The loan will be used to promote Panama's economic stability and is predicated on self-help measures to be taken by Panama's new administration. Such steps will aim at controlling deficits.

U.S. trade growth keeping pace with vibrant Netherlands economy

Several U.S. firms announce plans for investments, joint ventures; new natural gas price schedules designed to keep oil competitive

The Dutch economy continued its strong showing during the third quarter. Industrial production was running 5% above the corresponding months of 1963, while foreign trade for the first eight months climbed 17% above 1963's pace. U.S. trade with the Netherlands more than held its own during the quarter.

The outlook for the economy was so bright, in fact, that most official estimates of its performance were revised upward. Overall GNP for 1964 will probably grow by 5.5%, and a 16.5% increase in investment is expected. A more moderate gain of 6% is envisioned for consumption.

Dutch imports from the U.S. did well during July and August. Imports of U.S. goods for the January-August period came to $519 million, 27% above the like period of 1963. The U.S. market share rose from 10.6% to 11.1%.

Total Dutch imports for the first eight months of 1964 were $4,672 million, and exports stood at $3,651 million, up 20% and 14%, respectively, over the like period of 1963.

Imports of agricultural products and foodstuffs for the first half of 1964 were up 14%; industrial raw materials and semi-manufactures increased 26%; while finished manufactures rose 18%. Among finished manufactures, consumer durables registered the sharpest gain, rising 27%.

Economic relations with Indonesia continued to improve during the quarter, with a Dutch offer of $27.6 million in export credits for capital goods and services to its former colony. A growing number of Dutch import firms are showing interest in the Indonesia trade, although Indonesian products accounted for only 1% of total Dutch imports during the first half of 1964. Chief Dutch imports from Indonesia are petroleum products, tin ore, rubber, and palm oil.

East-West trade

In the area of East-West trade, Continental Engineering signed a 5-year credit agreement with the Soviet Union involving about $50 million. Continental Engineering will supply and construct two caprolactum plants in the Soviet Union.

The Central Chamber of Trade Promotion opened an office in Zagreb, Yugoslavia. A trade mission from Hungary visited the Netherlands during September, and one from Rumania was announced.

Industrial outlook

Industrial activity remained brisk during the third quarter. A slight decline in domestic orders in August was offset by a rise in export orders. Construction continued to boom, with housing completions for the first seven months numbering 45,594 units, a 23% gain over the same period of 1963.

American industrial investment continued to flow into the Netherlands. Rexall Drug and Chemical announced plans for a plant to produce chemicals and plastics. Polaroid reported it was going to establish facilities for the production of film, while W. R. Grace and Company took over N. V. Cacaofabriek De Zaan, a Dutch manufacturer of cocoa powder and granulated chocolate. Jonathan Logan, a well-known New York clothing manufacturer, is reportedly considering a joint venture in the Netherlands with a Swedish concern.

Other U.S. firms announcing investment plans during the quarter were Sharbert, Inc., (joint venture in textiles production); Diamond National (container manufacturing); E. J. Lavine and Company (joint venture for production of manganese oxide); and American Metals Climax (production of molybdenum).

Natural gas continued in the spotlight, with the long awaited announcement of the price schedule for industrial and commercial users (IC, Nov. 16, p. 36). The new rates range from about $0.0267 per cubic meter for 100,000 cubic meters per year to $0.0126 per cubic meter for 10 million cubic meters annually. The rates are pegged to the price of heavy oil, to maintain its competitive status. Several brick manufacturers are already planning to fire their tunnel furnaces with gas, and a nitrogen manufacturer will use natural gas in his planned cracking installation.

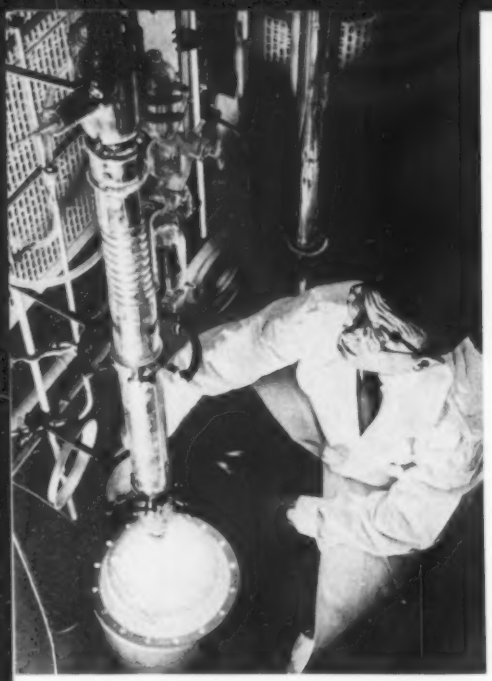
Fourteen American firms, most of them new to exporting, combined in a privately-sponsored exhibit in the annual International Autumn Trade Fair at Utrecht. The participants agreed that the project was a success and an excellent introduction to international trade.

The controversial "pirate" television station has begun commercial transmissions from its location on a platform in the North Sea outside the 3-mile limit. Despite the popularity of the station, the Second Chamber of Parliament approved legislation which will extend the application of Dutch law to fixed installations on the Netherlands portion of the continental shelf outside its territorial waters.

The new legislation, which is expected to pass the First Chamber before the end of the year, will, in effect, make the pirate station illegal, since the station would then violate the Dutch law prohibiting commercial broadcasting.

Final assessment of the impact of the April labor contracts on wage costs indicates an average increase of 13.8% over 1963 levels. Some dissatisfaction over wages and fringe benefits in the construc-

CARBON BLACK PLANT, sprawling across the Botlek area near Rotterdam, is one of Europe's largest.



DUTCH RESEARCH CHEMIST at work. The chemical industry is among fastest-growing in Netherlands.

tion and metal manufacturing industries developed in mid-summer, but subsided by autumn.

Although the government stressed the need for limiting wage increases in 1965, the unions have made it clear that they will demand more than a token increase in contract rates. Some important contracts are due for renewal by January 1, the most significant being in the metal manufacturing industry.

The government presented its 1965 budget to Parliament in mid-September. The projected $276 million deficit is somewhat lower than the one estimated for 1964. A proposed tax cut was tabled by the government in August. Although the government prefers that the cut go into effect January 1, 1966, it may be moved up to mid-1965 if conditions warrant.

The Netherlands Bank and the commercial banks extended through December an agreement limiting increases in credit to 5% of the credit extended in the January-June 1963 base period. However, the commercial banks exceeded this limitation during the third quarter.

The foreign trade deficit for the second quarter was about 3 times as high as during second quarter 1963. The projected deficit in the current account sector of the balance of payments was revised upward to $345 million for the full year 1964.

The upward movement in the cost-of-living index, which developed in the spring, lost considerable momentum during the quarter. The index for September was 7% above last September. The usual July drop did not materialize due to rent increases on July 1.

Bumper wheat crop

The agricultural sector kept pace with the rest of the Dutch economy. Record or near record yields per hectare were reported for all crops. Total grain production was up 10%, due primarily to a huge wheat crop. Fruit and vegetable production was greater than last year, but no higher than the 1959-63 average. The sugar beet harvest is expected to yield more than domestic requirements for white sugar.

The May 1964 livestock census, which was released during the third quarter, revealed that the cattle population dropped 3% from last year, due to exceptionally heavy slaughtering in the latter half of 1963. Third quarter milk production showed a slight improvement over the corresponding period of 1963. Cheese and butter output was off 3%, and milk powder output was up 4%.

IDA lends Afghanistan $3.5 million for schools

The International Development Association (IDA) has loaned Afghanistan the equivalent of $3.5 million to help build and equip seven vocational schools at the secondary level. This is the first operation in Afghanistan by one of the World Bank group.

Contracts for major equipment and construction work will be awarded on the basis of international competitive bidding. Equipment to be financed with IDA assistance includes furniture for school buildings and boarding facilities, teaching aids, laboratory equipment, generators, transport vehicles, and tractors, farm implements and livestock for the two agricultural schools.

The loan also provides for the services of an architectural firm to design and supervise construction, specialists in architecture and in educational equipment to advise the Ministry of Education during construction, six foreign teachers to assist the schools for the first three years of operation, and for the overseas training of 12 Afghan teachers of agriculture.

Swedish imports from U.S. reach new high

Embassy reports interest in wide range of high-grade U.S. products

During the first eight months of 1964 Sweden bought goods valued at almost $260 million from the United States, a rise of 15% over the corresponding 1963 period, according to preliminary official Swedish statistics.

Current high level economic conditions in Sweden should provide a continuing stimulus to Swedish imports from the United States during the months ahead. The U.S. Embassy in Stockholm reports that Swedish distributors are interested in a wide range of high-grade American manufactures.

Swedish demand is increasing for American-made textiles and wearing apparel. Buyers have expressed interest in cotton fabrics, synthetic and cotton-synthetic materials, women's knit outerwear, foundation garments, and sports and leisure apparel.

The market for household appliances, kitchen utensils, and other labor-saving household gadgetry is also attractive. The Swedish consumer is enjoying more leisure time than ever before, and this has created a mounting interest in American-made recreational goods, camping articles, garden equipment, hobby items and other leisure-time goods.

U.S. scientific and technological equipment is also highly esteemed in Sweden. The Embassy reports that some of the better opportunities for sales expansion are in electronic measuring, testing and analytical instruments and apparatus, and in some types of telecommunications equipment, including teleprinters (provided American suppliers are willing to make certain modifications to suit local tastes and needs) and radiotelephone and telegraph receivers and transmitters.

Swedish technological advance has created a big demand for automatic controls and recorders, industrial process regulating devices, industrial and laboratory testing instruments and equipment and other sophisticated apparatus.

The U.S. Embassy in Stockholm also reports bright sales potentialities for devices using radioactive isotope tracers. These instruments are used for determining liquid flow rates, catalyst flow rates, thickness of paper, pulp and plastic film, defects in metals, ion sorption of solids, fertilizer uptake and lubrication wear on cutting tools.

With a 10% share of the growing Swedish import market, the United States ranks third as a supplier to Sweden, following the Federal Republic of Germany and the United Kingdom.

Mexican business confidence high after vigorous 3rd quarter showing

Outgoing President predicts 7% growth in GNP for 1964; foreign loans, U.S. investments should lead to further advances

Activity and confidence in Mexico's politically and financially stable economy was high during the third quarter, with most regions sharing in the general optimism.

The cement, chemicals, iron and steel, and automotive industries continued their high levels of operation. Department store sales ran well ahead of third quarter 1963, with good increases in apparel, hardware, automotive accessories, sporting goods and housewares.

Stock market activity remained strong, with the industrial stock index rising from 123 in mid-July to over 130 in mid-October. Mexico continued to receive substantial development loans from abroad, both public and private, and the country is headed for a record foreign trade year. The tourist industry continued to improve.

Mexico's economic development, according to President Lopez Mateos' State of the Nation address on September first, continues to exceed the rate of population growth, and he forecast a 7% rise in the GNP rate for 1964, against 6.3% for 1963. Exchange reserves were up to a peak of $550 million on August 30. The President said these gains were due to the acceleration of agricultural production and industrial development, an expanded internal market, fiscal reforms, and the careful use of credit. He advocated greater freedom in foreign trade, tariff concessions to developing countries, "just" prices for raw materials, and a new world trade order.

Commerce and industry

Most lines of business showed good increases over the same period of 1963. There was a slight decline in cement production in September due to equipment difficulties in some plants, but demand remained high as construction was stepped up. Iron and steel production increased at a slower rate in August, but by the end of September was back to the high level of the second quarter.

Cotton textile production also held up well, and Celanese Mexicana, S.A. announced plans for expanding its Toluca plant to product polyester fiber and polymers, with an initial annual production of 1,000 tons.

The cattle industry remained sluggish in the northern areas, because of drought and declining U.S. prices and demand, but in the Tampico area rain improved cattle prospects.

The agricultural picture was generally good, as production of cotton, wheat, sugar, olives and henequen fiber increased. The shrimp fishing season got off to a slow start on the east and west coasts. However, the government-sponsored pilot fishing port at Alvarado is being rushed to completion and is already processing fish on a trial basis.

Telefonos de Mexico placed a 10 million-peso order for telephone equipment with the Bell Telephone Manufacturing Company of Antwerp, Belgium, to be used in connection with its five-year, $196 million expansion program.

Steel expansion

Compania Fundidora de Fierro y Acero de Monterrey, S.A. announced a program to increase annual steel production from 500,000 to 750,000 metric tons with the aid of a $28 million Export-Import Bank loan. Bliss and Laughlin Latinoamericana, S.A., affiliate of Bliss and Laughlin Steel Company of Illinois, inaugurated a Mexico City plant to produce cold rolled steel bars. The plant will have an eventual annual capacity of 20,000 metric tons, but will start with a production of 3,000 tons a year.

H.J. Heinz Company announced that its Mexican affiliate, Heinz Alimentos, S.A. de C.V., had purchased several food processing plants from the government-controlled holding company Sociedad Mexicana de Credito Industrial, S.A., which also sold Heinz a minority interest in Envases Generales Continental, S.A., a leading can manufacturer. The Heinz affiliate will cooperate with the National Agricultural Credit Bank in carrying out its agricultural improvement programs.

The tetraethyl lead plant Tetraetilo de Mexico S.A., located at Pajaritos, Veracruz, and owned by Dupont and Petroleos Mexicanos, S.A., was inaugurated in September. The $10 million plant has an annual capacity of 13,650 metric tons. Policron de Mexico, S.A., in which Dupont also participates, is building a plant in Monterrey to produce polyester fibers.

Confidence was high in financial circles in the third quarter, with foreign investment, stock market activity and foreign exchange reserves on the rise. This was in contrast with the third quarter business letdown which has characterized past election years, and private banking officials predict that this year's economic activity will exceed the 1963 level by 6% or more in real terms (1950 prices).

More money

Money in circulation at the end of July was $1.97 billion, 20% above July 1963, and savings deposits rose 12% in the first half of 1964 to $106.4 million. Credits outstanding were reportedly 8% higher at mid-year than on January first, the upward movement being attributed to a 30% increase in short-term credit, which more than offset a 7% decline in long-term credit.

Foreign credits (public and private) extended to Mexico in the first nine months of 1964 amounted to $116 million (AID, $22 million and Export-Import Bank, $94 million); Inter-American Development Bank, about $84 million; and almost $30 million from Britain, Canada, France and Switzerland.

Ordinary Federal Government receipts in the first 6 months of 1964 exceeded the comparable period of 1963 by 16%. However, current expenditures were 28% higher, so funds available to the Government's capital operations declined to $80 million, compared with $120 million during the first half of 1963.

Wholesale prices continued upward during the quarter. At the end of August the index was 150.8 (1954=100), or 6.1% higher than a year previous. Prices have increased by 4.6% since January. Unseasonable weather affected fruit and vegetable crops, and accounted for the summer price rise.

Foreign trade

Record foreign trade is in prospect. For the first 8 months of 1964 imports were valued at $975 million, and exports $680 million—increases of 20 and 12%, respectively, over the first 8 months of 1963. Imports from the U.S. in the 1964 period totaled $663 million and exports to the U.S., $425 million—increases of 17 and 8%, respectively, over the 1963 period.

The net on travel account, so important to the country's balance of payments, is expected to be some 10% above the record $351.4 million of 1963. Tourists entering the interior of Mexico in the first 7 months of 1964 were 613,993, as compared with 582,504 in January-July 1963.

Germans like U.S. jewelry

Smartness, simplicity of style popular; Trade Center show scheduled in Frankfurt

The large and growing German market will be the target of U.S. firms participating in an exhibit of costume and semi-precious jewelry and personal accessories at the U.S. Trade Center in Frankfurt, Feb. 17-24.

Market surveys conducted in the Federal Republic of Germany for the Commerce Department's Bureau of International Commerce (BIC) indicate the growing prosperity and higher standard of living of the Germans are creating a profitable jewelry market.

While U.S. manufacturers have not exploited this market to a large extent —only $300,000 worth of U.S. costume jewelry was exported there in 1963— American jewelry is becoming more popular.

When a small number of U.S. manufacturers exhibited their costume and semi-precious jewelry for the first time in the 1963 and 1964 Hanover trade fairs they found buyers were keenly interested in the U.S. products.

The Germans were especially impressed by the smartness of U.S. styling and attractiveness in packaging. U.S. prices presented no obstacle when the buyers found a desirable product.

Likes and dislikes

What do the German people like in the way of U.S. jewelry and personal accessories?

Simplicity in styling, with some modern, abstract features, for one thing. Delicate effects, achieved with few and small stones, are well liked, says the Bureau of International Commerce.

Cuff links and brooches are the most popular items in the men's and women's lines. Teenage and children's bracelets and novelty items of plain design are in demand.

The Germans prefer gold colors to silver and white goods, the BIC has reported.

What don't they care for?

Large pins and earrings with gaudy stone effects. Nor do they especially like the heavy and bold or massed metal chains, and large stone clusters.

The U.S. exhibitor who wants more information about international trade fairs and trade center shows may receive it from the Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, Washington, D.C. 20230.

On the basis of on-site experiences by U.S. jewelry firms and comprehensive market surveys, the BIC is inviting U.S. manufacturers to exhibit the following products at the Frankfurt Trade Center:

WOMEN'S JEWELRY—rings, bracelets, pins, brooches, chains, necklaces, pendants, earrings and clips, clasps, charms, lockets, beads and other items.

MEN'S JEWELRY—cufflinks, money clips, tie bars, rings, watch attachments, watch bracelets, identification chains and other items.

TEENAGE, CHILDREN'S JEWELRY—lockets, charms, ankle bracelets, charm bracelets.

RELATED ITEMS—(plain, ornamental and leather-covered)—compacts, lipstick holders, lighters, cigarette cases, mesh bags, dresser sets, pill boxes, and religious, fraternal and scholastic jewelry.

German duties on costume and semi-precious jewelry imported from the United States range from 6.8% to 18%. Imports also are subject to a 4% to 6% turnover equalization tax.

The U.S. Trade Center jewelry exhibit will coincide with the Frankfurt International Spring Fair (Feb. 21-25) which traditionally draws many thousands of buyers from all parts of the world.

Located in downtown Frankfurt, the Trade Center will afford U.S. firms an excellent opportunity to give their new products broad exposure in the German market. This includes the major German department stores and a number of mail-order and discount houses.

Many small German stores have formed co-operative buying groups and, like other large retail organizations, buy most of their goods directly from the manufacturers.

The Frankfurt Trade Center exhibit will be publicized widely in Germany and other European countries. American exhibitors will receive assistance from U.S. foreign service commercial officers in locating customers and representatives.

Write: Bureau of International Commerce, (Code 8193), U.S. Department of Commerce, Washington, D.C., 20230, or contact any of the Department's 42 Field Offices.

People in Japan fill spare time with recreation

Crafts, hobbies, photography among leisure hour activities

People in Japan have joined the ranks of those who have more leisure time. They are turning to recreation to fill the spare hours.

This situation, brought about by the technological revolution, has created a growing market for recreational products.

The U.S. exhibition at the 6th Tokyo International Trade Fair, April 16-May 5, will provide a multimillion-dollar showcase for American leisure goods and equipment.

A market survey conducted in Japan for the Commerce Department's Bureau of International Commerce indicates an expanding import market for good quality, well-known products as well as recently-introduced lines from the United States.

Japan's imports of leisure goods and equipment totaled $20 million in 1963, with the United States supplying $12 million. Annual increases in this market are expected to range from $2 million to $5 million.

U.S. manufacturers can increase their share of the market by imaginatively promoting quality merchandise tailored to

the needs of the people. A vital factor in offering goods for the Japanese market is size of the product. Because floor and storage space are at a premium, compact items and those which collapse or fold for easy storage are most popular.

The U.S. exhibition will feature home workshop tools, either in sets or individual units; craft and hobby kits, with emphasis on wood and metal crafts, glass decorating and toy making; educational games, sophisticated material with appeal for students of English; do-it-yourself kits and educational toys, of advanced design for dad, teenager or retired uncle, and travel and leather goods including items for traveling with children.

Other possibilities include musical instruments, records and recording equipment, hi-fidelity sets and components and photographic equipment.

Write: Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230, or contact any of the Department's 42 Field Offices.

The Tokyo show is one of several export promotion exhibitions scheduled for 1965 by the Bureau of International Commerce in its efforts to give U.S. manufacturers an opportunity to test foreign consumer reaction to their products. The exhibitions are staged where the most favorable sales opportunities exist.

In addition to direct sales opportunities, the shows offer American businessmen a chance to set up foreign dealerships or licensing arrangements for manufacturing and selling their products.

Japanese confronted with serious problem: how to bring air pollution under control

Tokyo Trade Center show scheduled next April; event to be keyed to Japan's war on smoke; four general categories to be included

"Smoke Gets in Your Eyes" is more than a song title in Japan. It is a serious industrial ailment. Air pollution has reached such alarming proportions that both the government and individual citizens have stepped up efforts to effect a cure.

Against this background, an air pollution control equipment show, keyed to Japan's war on smoke, will be presented in the U.S. Trade Center in Tokyo, April 19-30, 1965, according to the Bureau of International Commerce.

Mounting concern by the Japanese public, government and industry has led to a new smoke control law, which became effective in September 1963. The law's basic purpose is to protect the public from the dangers of air pollution, while maintaining sound industrial development.

It provides for national government assistance to enable factories and plants to install or improve control equipment. It also allows for technical and financial assistance to local governments to conduct field surveys and do other research.

A commercial market survey prepared for BIC and other market research show there is a market for air pollution control equipment, which is expected to expand considerably as efforts are made to enforce the new law. Between 20,000 and 30,000 existing plants, plus new installations, will be affected. New facilities are going up at a rapid rate.

Control of motor vehicle exhaust, not covered in the law, may also become mandatory.

The Trade Center show will be divided into four general categories:

Heavy air pollution abatement equipment, including devices to control sulphur dioxide emissions.

Incinerators, systems and components with pollution abatement devices.

Automotive crankcase and exhaust devices.

Instruments for testing, sampling and analyzing air.

Write: Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230, or contact any of the Department's 42 field offices.

SPORTSMEN'S SHOW

The Manitoba Holiday Travel and Sports Show will be held in Winnipeg April 14-17. The show in the 10,000-seat Winnipeg Arena will cover travel, recreation, sports and other activities associated with outdoor living and vacation travel. **Write:** Manitoba Holiday Travel and Sports Show, 411 Paris Bldg., 259 Portage Ave., Winnipeg 2, Manitoba.

Fairs and missions listed in calendar

The Germans like American jewelry, especially if it's simple in style.

In Japan, government and citizen alike are working to control air pollution.

And U.S. luggage, appliances and laces are sought in France, Greece and Australia.

The list could go on. These few examples, however, point up the fact that buyers around the world are interested in what the U.S. manufacturer has to sell.

One way to reach them is to exhibit in international trade fairs and U.S. Trade Center shows. Another is to send your business proposals overseas with members of trade missions.

Dates for important shows and missions are listed in the exporter's calendar on the next page.

Exhibits in commercial fairs where the United States is participating are selected after a careful study in the area has shown a need and a market for the products. Fairs which include a U.S. business information center are indicated by (BIC).

U.S. national exhibits are usually held in the developing countries and in Soviet-bloc lands.

The U.S. trade centers are located in London, Bangkok, Frankfurt, Tokyo and Milan. A sixth center, in Stockholm, will be opened next spring. Products shows in these events are limited to specific product lines. The shows are open by invitation to buyers, agents, wholesalers and retailers. American exhibitors must arrange to have their representative at the show.

Trade missions go out periodically to areas where market surveys have indicated a good chance of increasing U.S. trade. Mission members visit businessmen overseas and association officials. They carry business proposals and bring back counter proposals to be circulated within the American business community.

Write: Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, Washington, D.C. 20230.

JADE AND PEARLS

A jade and pearls show is now going on in Rangoon, Burma. The event opened Dec. 1 and is scheduled to end Dec. 12. The U.S. Embassy in Rangoon believes even last-minute attendance "would be in mutual U.S.-Burma interest."

Export expansion dates

Dec. 1 - 8—MILAN Trade Center—commercial laundry and dry cleaning equipment*

Dec. 2 - 9—FRANKFURT Trade Center—advanced mechanical fasteners and techniques*

Dec. 8 - 18—LONDON Trade Center—electronic controls for industrial processes*

Jan. 13 - 20, 1965—FRANKFURT Trade Center—institutional catering equipment *

Jan. 13 - Feb. 12, 1965—BANGKOK Trade Center—building materials and hardware*

Jan. 15 - Feb. 14, 1965—COLOMBO—industrial exhibition (U.S. national)

Jan. 19 - 29, 1965—LONDON Trade Center—factory and office maintenance equipment

Jan. 23 - 31, 1965—MILAN Trade Center—institutional catering equipment

Jan. 24 - Feb. 14, 1965—CARACAS—international trade fair (U.S. national)

Jan. 25 - Feb. 12, 1965—TOKYO Trade Center—U.S. Travel Service (local)

Feb. 5 - 28, 1965—MONTEVIDEO—U.S. national exhibition (may possibly be in international industries fair)

Feb. 17 - 24, 1965—FRANKFURT Trade Center—jewelry and personal accessories

Feb. 20 - March 20, 1965—PHILIPPINES—industrial machinery trade development mission

Feb. 20 - 27, 1965—MILAN Trade Center—high fidelity and stereo equipment

Feb. 23 - March 5, 1965—LONDON Trade Center—U.S. Department of Agriculture exhibition

Feb. 27 - March 27, 1965—INDIA—investment and industrial development trade mission

March 7 - 28, 1965—NAIROBI—U.S. national exhibition

March 8 - 16, 1965—UTRECHT—Royal Netherlands Industries Fair—industrial and commercial gas equipment

March 8 - 19, 1965—TOKYO Trade Center—processed foods (USDA)

March 10 - 17, 1965—FRANKFURT Trade Center—business machines, systems and accessories

March 16 - 26, 1965—STOCKHOLM Trade Center—packaging machinery

March 17 - April 16, 1965—BANGKOK Trade Center—metal working equipment

March 20 - 25, 1965—MILAN Trade Center—housewares

March 20 - 29, 1965—LYON—international trade fair (BIC)

March 20 - April 20, 1965—THAILAND, REPUBLIC OF CHINA—trade and development mission

March 20 - April 20, 1965—IRAQ, KUWAIT, LEBANON—trade expansion mission

March 30 - April 9, 1965—LONDON Trade Center—small printing equipment

April 7 - 14, 1965—FRANKFURT Trade Center—food processing, freezing and packaging equipment (tentative)

April 14 - 25, 1965—MILAN Trade Center—U.S. Department of Agriculture—U.S. foods and agriculture

April 16 - May 6, 1965—TOKYO—International Trade Fair—leisure goods and equipment

April 19 - 30, 1965—TOKYO Trade Center—air pollution control conference and exhibit

April 21 - 30, 1965—LONDON—International Engineering Exhibition—factory modernization equipment

April 24 - May 9, 1965—LILLE—international trade fair (BIC)

April 25 - May 4, 1965—HANOVER—international trade fair (BIC)

April 30 - May 11, 1965—BRUSSELS—international trade fair (BIC)

May 4 - 14, 1965—LONDON Trade Center—audio-visual equipment and training aids (tentative)

May 5 - 12, 1965—FRANKFURT Trade Center—poultry equipment (tentative)

May 12 - 28, 1965—BANGKOK Trade Center—air conditioning and refrigeration equipment (tentative)

May 15 - 29, 1965—TOKYO Trade Center—air conditioning and refrigeration equipment (tentative)

May 15 - June 12, 1965—COLOMBIA—building and investment trade development mission

May 18 - 21, 1965—STOCKHOLM Trade Center—apparel fabrics

May 22 - 29, 1965—MILAN Trade Center—industrial fasteners (tentative)

May 25 - 28, 1965—FRANKFURT—Interstoff Fair—apparel textiles

May 1965—SEOUL—U.S. national exhibition

June 9 - 16, 1965—FRANKFURT Trade Center—metal surface treatment and finishing equipment (tentative)

June 14 - 25, 1965—STOCKHOLM Trade Center—medical and surgical instruments

June 15 - 25, 1965—LONDON Trade Center—industrial design services (tentative)

June 16 - 30, 1965—BANGKOK Trade Center—hotel, restaurant and apartment house equipment (tentative)

June 1965—TOKYO Trade Center—metal finishing equipment (tentative)

June 1965—POZNAN—U.S. national exhibition

June 1965—QUITO—U.S. national exhibition

* Fully booked

Dominican Republic enacts further limitations on rate of imports to recover economic stability

Since earlier steps failed to curb imports, Government launches austerity campaign to save foreign exchange, increase revenues

The Dominican Republic has taken further steps to limit the rate of imports effectively as part of an austerity campaign aimed at conserving foreign exchange and increasing internal revenues.

During the past year, a number of developments have seriously affected the economic stability of the country. Following the 1963 coup, financial difficulties grew serious because of the two-month suspension of economic assistance by the U.S. Sugar production decreased and the world price of sugar declined steadily.

Although earnings were considerably reduced from sugar exports, imports continued to enter the country at an increasing rate. Commercial obligations mounted steadily and reached a peak last July at which point, payments in some cases were eight or more months in arreas.

Since the heavy flow of imports continue to present problems, the Government has enacted the measures which follow.

Cigarettes: The tax on domestically produced cigarettes has been increased by one cent per pack of 20 (one Dominican cent equals one U.S. cent) on cigarettes of dark tobacco and three cents per pack of 20 on cigarettes of light tobacco. Importation or sale of cigarettes made abroad was to be prohibited as of Dec. 1, but this action is in the process of being rescinded and might be replaced by a tax increase on imported cigarettes.

Gasoline: An increase in the gasoline tax has been set at two cents per gallon instead of the five cents to which it had been raised last Aug. 10. As a follow-up to this, on Oct. 1, the internal tax on gasoline and diesel fuel was increased by half cent per gallon and on kerosene and bunker fuel by one cent. This raises the tax on gasoline from $18 per 1,000 liters to $24.60 per 1,000 liters. The tax, to be absorbed by the importer, also affects stocks. The retail price of regular gasoline in Santo Domingo is between 37½ and 38½ cents.

Liquor: Internal taxes on imported wines and liquors have also been raised to the following levels (in percents ad valorem with former rates in parenthesis):

Beer—$1.00 liter plus 50% ($0.75 plus 50%); whiskey—$5.25 liter, plus 70% ($4.80 plus 70%); cocktails, cognac, brandy, absinth, blackberry, ginger, other spirits—$4.00 liter plus 35% ($3.00); gin—$3.00 liter plus 35% ($2.00); cordials, any other spiritous liquor compound not specifically listed—$4.00 liter plus 35% ($3.25 plus 35%); champagne, other sparkling wines—$3.00 liter plus 35% ($2.20 plus 35%); cider—$0.40 liter plus 45% (new); non-sparkling wines of all kinds which contain up to 17% alcohol—$0.20 liter plus 35% ($0.12 plus 35%).

Imports in general: An internal consumption tax of 15% ad valorem effective through Feb. 10, 1965, was established on imported goods, excepting such items as basic foodstuffs, medicines and medical equipment and supplies, newsprint, stoves, weighing less than 30 pounds, propane gas, agricultural equipment, fertilizers, insecticides, seeds, breeding stock, trucks, tractors, trailers, spare parts for all transportation and industrial equipment, and gasoline. The law is intended to be of a temporary nature in order to restrain imports temporarily and encourage importers to reduce stocks.

Import Deposit: Another measure that is a key part of the Government's economic stabilization program is Law No. 448, effective last Nov. 5, which requires deposits of 40% of the FOB value of all imports, to be made at the time of customs declaration. This law exempts various items such as foodstuffs, medicinals, and other items considered of social importance. The Central Bank will keep the deposits for six months, and at the end of this period they will be automatically returned to the respective importers.

The import deposit will be applicable not only to merchandise arriving by ship but also to air express, parcel post and handcarried articles. Customs authorities will not release imported merchandise subject to deposit except against proof that the deposit has been made. Violations may be punished by fine and/or imprisonment.

Travel Tax: A tax of $30 on all tickets for foreign travel issued to Dominican Republic residents has been imposed in order to discourage travel abroad, especially brief shopping trips to nearby islands.

Social Security: The Social Security law has been revised to provide a different organizational structure, procedures, and an increase in required payments. The section covering increased employee contributions, however, has been suspended until Dec. 31, pending completion of a study of the entire Social Security program.

While some of these laws serve to restrict imports, others reduce the purchasing power of the consumer and/or increase government revenues. These measures are essentially aimed at helping to correct the persistent disequilibium in the country's balance of payments.

This goal is now being partly achieved as the availablity of local credit has been considerably tightened and this is in turn affecting many importers, especially many of the smaller firms which have sprung up in recent months.

For copies of the laws and translations, **Write:** OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C., 20230.

South Africa seeks changes in package marking rules

South African regulations concerning the external marking of weights on packages are to be revised in the near future, according to the American Embassy, Pretoria.

Under the present Harbor Regulation No. 110, all packages exceeding 4,000 lb. must have the weight clearly printed on the outside of the package near the shipping mark. The new regulation proposes to reduce this weight stipulation from 4,000 lb. to 3,000 lb.

The change is designed to insure collection at inland destinations of overweight cartage charges on shipments weighing between 3,000 and 4,000 lb.

PASTURES AND INDUSTRY go hand-in-hand in the European Economic Community's bright forecast for an improved economic picture in 1965. The EEC expects its gross national product to grow by 5.5% during 1964. Stabilization measures are improving the Community's economic balance. (Photos by Belgian Government Information Center.)

EEC Commission sees continued economic expansion during 1965

Survey finds stabilization policies of member countries result in improved economic balance within Community

The European Economic Community Commission, in its survey of the economic situation for the second quarter of this year, estimates now an increase in real GNP of 5.5% for 1964 and forecasts a 4% increase in 1965.

Although the continuing labor shortage has led to an increased inelasticity of industrial production in the Community, the index of industrial production published by the Community's Statistical Office shows a 6% rise over second quarter 1963. Only in France and Italy has the strain on the labor market been eased.

The survey points out that the stabilization policies undertaken by the member countries on the basis of recommendations made by the Council of Ministers in April have resulted in an improved economic balance within the Community—most clearly visible in a slower expansion of trade between member countries. Italy's balance of trade deficit improved considerably, and there was an appreciable drop in Germany's foreign trade surplus.

In the second quarter, members' economies have continued to expand, but at a slower rate than in the first quarter. The expansion of internal demand lost some momentum in the Community as a whole, and this was reflected in a 9% increase in exports over the second quarter of 1963.

Import values rose

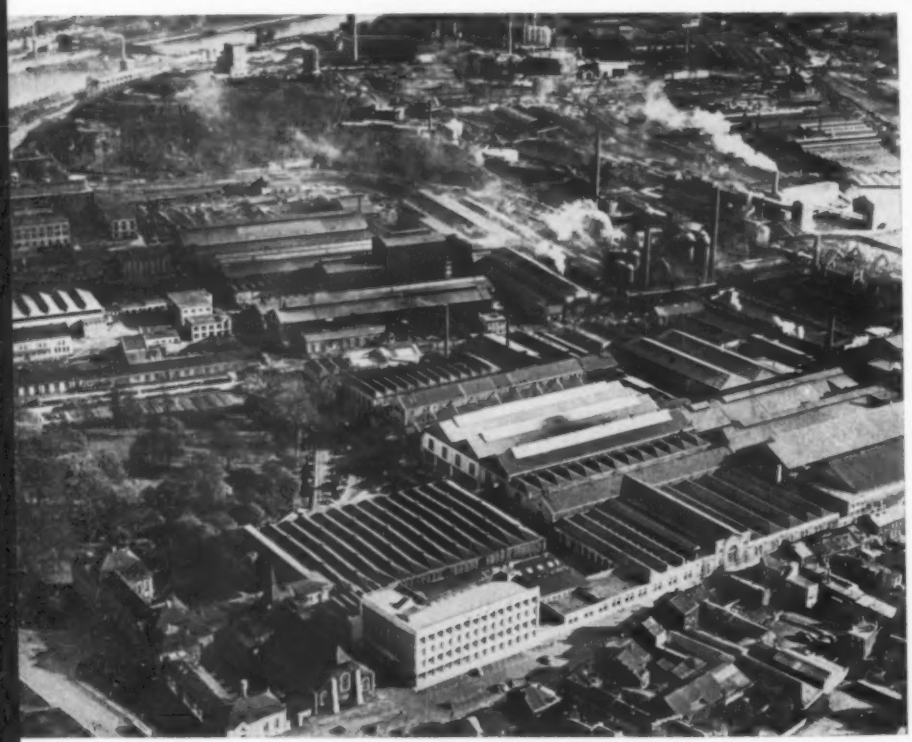
Still, the value of Community imports of goods during the second quarter was 10% higher than in the corresponding period of 1963. The Community's balance of trade deficit with the rest of the world, however, was $146 million larger than a year earlier.

Investment expenditure also increased less sharply than in the first quarter. This showed up as a fall in the rate of building and construction, though inventory build-up, especially of raw materials and semi-manufactures, increased considerably.

The Commission predicts that the effect of continuing stabilization policies will be to slow down internal demand in money terms which is likely to have a favorable effect on foreign trade balances and, to a certain extent, on prices, and at the same time it doubtlessly will contribute to some moderation of the pace of real economic growth.

The situation will, however, tend to vary from country to country—a further vigorous rise of domestic demand together with reduced elasticity of domestic supply in Germany, entailing the possibility of increased prices; persistence of the strains being felt in Belgium, though possibly in milder form; relatively slow growth of demand in France and The Netherlands, with some repercussions on the growth of production; possibly some increase in business activity in Italy, relatively slight at first, and in general, persistence of the upward pressures on prices, though in most member countries less marked than in 1963 and 1964.

The Commission is of the opinion that these tendencies can be altered considerably by economic measures directed at the stabilization of prices and costs rather than at investment alone.



Approved U.S. exports to East Europe dipped to $13.8 million in 3rd quarter

U.S. goods worth $13.8 million were approved for export to Eastern Europe during the third quarter of 1964. In his quarterly report on export controls, Secretary of Commerce Luther H. Hodges contrasted this with $27 million worth of approved licenses during the second quarter and $19.5 million in third quarter 1963.

The major portion of approved licenses were for shipments to the Soviet Union, Bulgaria and Soviet Zone of Germany.

The report said that agricultural export applications approved in the third quarter of 1964 amounted to $6.7 million, against $12.3 million in the second quarter.

Other principal commodities approved for shipment to the bloc were industrial chemicals, $1,389,003; synthetic resins, $662,122; photographic equipment, $527,950, and herbicides, $375,284, to the USSR; synthetic rubber, $152,460; miscellaneous industrial equipment, $175,394, and hearing aid batteries, $86,882, to Hungary.

Total export applications for Eastern Europe received and processed during the third quarter of 1964 amounted to $17.9 million, compared with $27.3 million in the previous quarter and $20.1 million in third quarter 1963.

The Department rejected license applications valued at $4.1 million including six ground installed emergency commercial aircraft arresting systems and spare parts, valued at $3.1 million, and $385,503 worth of ion exchange resins, both for the USSR.

Mainly agricultural goods

The report showed that total United States exports to the Soviet Union and other Eastern European nations, including those covered by both specific and general licenses previously issued, dropped from $160.3 million in the first quarter to $106.7 million in the second quarter.

The Soviet Union received $37.9 million of U.S. goods, including $31.6 million of wheat and $2.3 million of inedible tallow in the second quarter. Poland's imports of U.S. products, valued at $54.4 million during the second quarter, also were mainly agricultural products.

U.S. imports from the East European countries during the second quarter totaled $23.8 million, compared with $21.7 million in the first quarter.

Poland supplied $13.6 million, principally in canned meats and furs. The Soviet Union shipped $4.6 million of goods to the United States, mostly sable furs, chrome ore and palladium.

Export Control, Sixty-ninth Quarterly Report, is available from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C., 20402, or any of the U.S. Department of Commerce Field Offices; price 25 cents.

Jamaica to conduct development surveys

Technical and economic surveys of road construction, irrigation and drainage, industrial development and land reclamation projects in Jamaica will be undertaken with funds from a $1.3 million loan by the Agency for International Development.

The proposed studies, in support of Jamaica's Five Year Development Plan, will cost an estimated $1.1 million. The $200,000 balance will be used in evaluations of specific industrial projects, under review for possible Government of Jamaica participation.

The studies and evaluations are expected to accelerate Jamaica's Five Year Plan for stepping up agricultural and industrial production.

They will provide supporting data for loan applications to national and international lending agencies, or for direct financing by the Jamaican Government. They will also indicate the advisability of Jamaican Government assistance for proposed private investment projects.

U.S. consulting firms, joint U.S. and Jamaican firms, or Jamaican firms, will carry out the proposed studies. The Jamaican Government will provide administrative support to the research personnel. Overall administration of the AID loan funds will be the responsibility of the Ministry of Finance.

Jamaica will repay the loan within 25 years, including a five-year grace period.

Export privileges restored to Netherlands company

The Department of Commerce has restored U.S. export privileges to P.A.G. Bakkeren, doing business as Firma A. Bakkeren, an automotive and truck parts dealer in Breda, Netherlands. The automotive dealer has been removed from the list of persons denied export privileges under the U.S. Export Control Act.

This action terminates the temporary denial of export privileges issued on Aug. 25, 1964, and later extended until the completion of compliance proceedings. Mr. Bakkeren's U.S. export privileges are now restored in full, and persons may again export to him and otherwise deal with him in commodities and technical data of U.S. origin.

In announcing the action, the Department's Bureau of International Commerce (BIC) stated that on the basis of evidence submitted by Mr. Bakkeren explaining the transaction which led to the original temporary denial order, it appeared that his participation in this transaction was not in violation of the U.S. export regulations.

No more copies

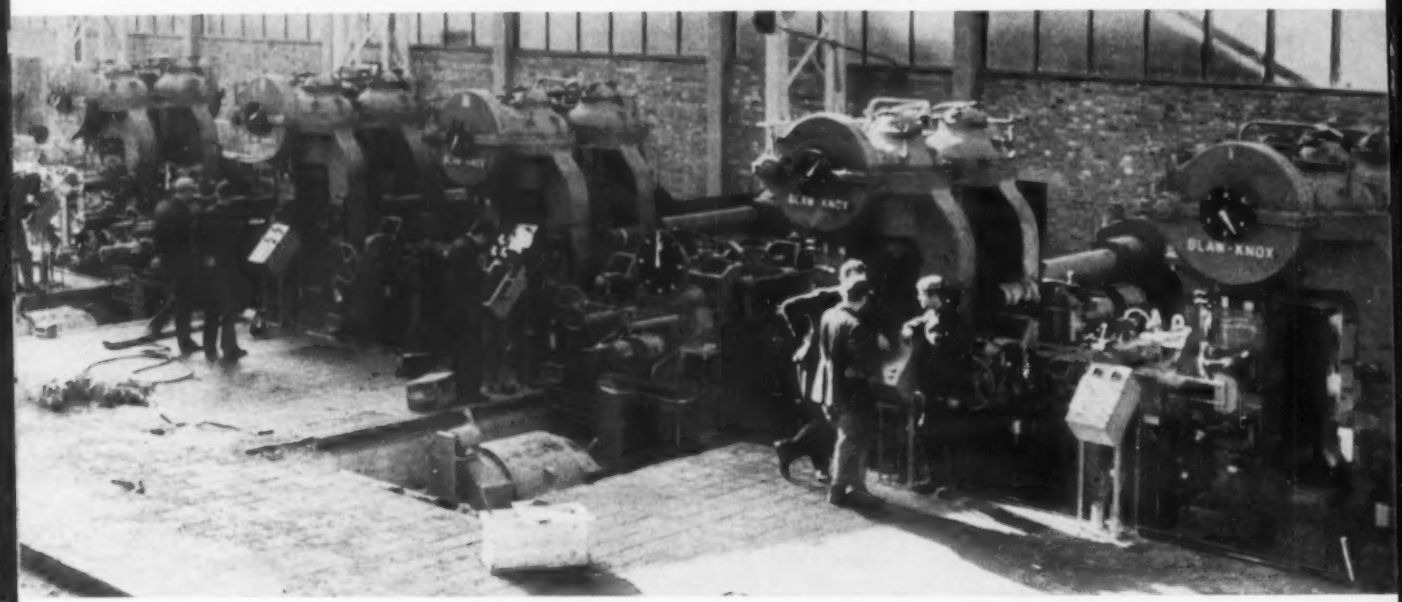
AID's Information Office has run out of the limited supply of "Status of Loan Agreements" mentioned as being available on page 33 of the Nov. 16 issue of *International Commerce*. No further orders for the quarterly report are being accepted.

Uruguay moves many imports into parallel peso market

The Bank of the Republic of Uruguay has issued a circular, stating it will provide foreign exchange cover only for those imports not subject to import surcharges.

Many goods that were formerly sold at the official pegged rate of 16.4 pesos to the dollar must use the parallel market, which is now approximately 25 to the dollar.

Examples of imports not subject to surcharges, and thus still eligible to use the pegged rate, are seeds, telephonic and telegraphic materials, pharmaceutical specialties, petroleum products, and some types of essential machinery.



OFF TO A GOOD START, Yugoslavia can boast of industries like the iron works above, while asking U.S. help in manufacturing a long list of products.

TRADE MISSION TO YUGOSLAVIA

Wanted: U.S. investment

Yugoslav manufacturers make 33 offers to collaborate with American firms

Many Yugoslav manufacturers seek licenses and joint ventures to make U.S. goods in various fields of industry.

The list includes cigarettes, children's sportswear, herbicides, plastic pipe, fiberglass products, prefabricated houses, turbines, machine tools and a host of other items.

Licenses, joint ventures sought

211 Cigarettes

Well established cigarette manufacturer, wishes to enter into joint venture for building and equipping a plant for cigarette manufacturing.
Write: "Zagreb", Klaiceva 13, Zagreb.

221 Textiles

Manufacturing enterprise is interested in joint venture with U.S. firm for processing and marketing textile products. The firm would like to obtain shipments of raw cotton from a U.S. firm, process this cotton into finished fabrics and cooperate with the U.S. firm in marketing these products in third markets.
Write: "Interexport", Kolarceva 8-10, Belgrade.

231 Menswear

Manufacturing enterprise interested in processing yard goods into shirts, raincoats, trousers, suits, for resale elsewhere.
Write: "Centrotextil", Marshala Tita no. 1, Belgrade.

232 Children's Clothing

Firm wants licenses, patterns, technical know-how for teen age brassieres, boys' sports shirts, casual dresses and children's and subteens sportwear.
Write: Kras, Sarajevo.

249 Wood

Trading enterprise wants license to manufacture panels fabricated of wood waste, chips, sawdust. Desires proposals and offers involving manufacturing processes.
Write: Spacva, Vinkovci.

282 Rubber, Synthetic

One of largest petrochemical complexes in Yugoslavia, is interested in initiating production of CIS poly butadiene rubber. It wishes to contact investors or firms engaged in the production of petrochemicals that would provide 50% of the estimated $30 million required. The firm desires to obtain this capital on terms that would enable the plant to make payments in the form of finished rubber produced in the factory.
Write: Naftagas, Novi Sad.

Manufacturer of petroleum and petrochemical products is interesed in setting up an SBR rubber plant and a CIS poly butadiene plant. U.S. investment is required. Repayment to be made in form of 25,000 T/yr petroleum coke, 1.2 M B/yr motor gasoline, 170 M B/yr lube oil and a negotiated portion of the rubber plant output.
Write: Kombinat Nafte I Plina, Zagreb.

287 Herbicides

Manufacturer of herbicides, fungicides, other related items desires license for manufacturing the latest products in these lines.
Write: Radonja, Sisak.

307 Plastics Products

Manufacturer of gray iron pipe, accessories wants to diversify its product lines and enter into production of plastic pipes, fittings under a licensing agreement. Prefers royalty payments in finished products.
Write: Metalna Industrija Varazdin, P. Miskine 60, Varazdin.

311 Leather

Manufacturing enterprise wants to enter

into joint venture with U.S. firm for processing, marketing leather products. Firm desires agreement whereby it would receive shipments of dry, sorted sheepskin, lambskin, cowhide, convert to leather and finished leather products and cooperate with U.S. firm in marketing these products in third markets.

Write: Interexport, Kolarceva no. 8-10, Belgrade.

329 Abrasive, Asbestos, Nonmetallic Mineral Products

Firm desires license for manufacturing patented fiberglass products, machinery required for the production of these items and fiberglass producing equipment.

Write: Bitumenka, Alipasin Most, Sarajevo.

Manufacturer of grinding wheels seeks license to manufacture extremely dense and hard snagging wheels.

Write: Tovarna Umetnih Brusov "SWATY", Maribor.

Firm wants to obtain license to manufacture pipe joint gasketing.

Write: Zeljezara Ilijas, Sarajevo.

331 Rolling Mill

Enterprise wants to establish steel rolling mill in joint venture with U.S. firm.

Write: Ingra, Trg Joze Vlahovica 2, Zagreb.

332 Steel Rolls

Firm wants license to manufacture cast iron steel rolls for production of hot strip mill steel.

Write: Zelezara Store, Store Slovenia.

341 Metal Cans

Firm interested in establishing long term relationship with leading U.S. manufacturer of metal cans and metal can production machinery for joint ventures in third markets. Prefers to make arrangements whereby the enterprise would receive can production machinery as part of the long term agreement.

Write: Ingra, Proleterskih brigada 62, Zagreb.

344 Houses, Prefabricated

Firm interested in joint venture for manufacturing, marketing prefabricated houses in Africa with U.S. equipment and/or raw materials and marketing know-how.

Write: Standard, Sarajevo.

351 Turbines

Firm interested in undertaking joint ventures with U.S. firms for supplying turbines, auxiliary hydro-electric plant equipment to any market.

Write: Litostroj, Ljubljana.

354 Machinery

Manufacturer of textile machinery, metal castings seeks license for producing electrical discharge machines (EDM); electrolytic grinding machines; electro-chemical machinery.

Write: Metalna Industrija, P. Miskine 61, Varazdin.

Machine tool manufacturer will make available to U.S. firms production facilities for milling machines; special machines for transfer lines; tool cutter grinders; turret lathes. Desires entering agreement for joint venture or cooperation with interested firms.

Write: Prvomajska Tvornica Masina, Zitnjak, Zagreb.

Manufacturer interested in latest developments in machine tools featuring hydraulic and programmed electronic controls, desires licenses for production methods embodying these requirements.

Write: Vaso Miskin-Crni, Sarajevo.

Litostroj desires to enter joint venture operations with U.S. firm for designing, constructing steel re-rolling mills for any market.

Write: Litostroj, Ljubljana.

355 Cement

Firm wishes to establish working relations for U.S. firms whereby they would jointly design and construct cement plants in any countries.

Write: Litostrov, Ljubljana.

356 Pumps

Firm seeks licenses for production of deep well turbine pumps, submersible pumps and of overhead travelling cranes designed specifically for metallurgical purposes.

Write: Litostroj, Ljubljana.

361 Power Equipment

Manufacturer of high voltage switchgear up to 35 kv. and sheet metal boxes is interested in erecting electrical facilities for hydro-electrical and thermal power stations and transformer stations in a joint venture with U.S. firms.

Write: Elektroindustrija Splosna Montaza, Maribor.

Manufacturer of cranes, water turbines, pumps plans to build a hydro-electric power plant in Samara, Iraq. Firm prepared to supply turbines and the requisite mechanical equipment, but wants U.S. partner to cooperate in design and in supplying hydraulic forms for turbine runners, guide vanes and the electronic equipment for automatic speed governor.

Write: Litostroj, Ljubljana, Slovenia.

Firm desires license for production of various types of potentiometer, small relays.

Write: Igman, Konjic.

363 Household Appliances

Manufacturers' combine engaged in a large variety of manufacturing, investment operations is interested in producing under license high frequency electric household ovens.

Write: Ingra, Proleterskih brigada 62, Zagreb.

Manufacturer of household and small appliances and commercial and kitchen equipment is interested in licensing agreements for production of automatic washers, dryers (household and commercial), hand dryers, hair dryers, vacuum cleaners, home type gas, electric heaters, electric razors, electric gas kitchen ranges, other restaurant and hotel kitchen equipment.

Write: Kontakt, Radnicka 55, Zagreb.

367 Transistors

Large manufacturing enterprise wishes to produce under license transistors and solid state devices.

Write: Iskra, Mikolsiceva 10, Ljubljana.

Manufacturer of electronic equipment seeks license for producing printed circuit boards and license for micro-circuit techniques.

Write: Rudi Cajevac, Brace Pavlica 25, Banja Luka.

373 Fiberglass Boats

Manufacturer of fiberglass products desires joint venture with U.S. firm to import glass wool from U.S. for moulding fiberglass boat hulls in own facilities then have finished products marketed in U.S. through its American partner. Firm's production capacity is 1,000 boats per year. Firm also interested in establishing similar arrangements for service station pump housings.

Write: Aero-Auto-Tehnicki Zavod, Remetince 1, Zagreb.

379 Trailers

Large enterprise seeks license to manufacture automobile trailers, conveyors, light cranes. Prefers making royalty payments in form of finished parts.

Write: Gramex, Bulevar Vojvode Misica 14, Belgrade.

Southern Rhodesia issues guide to investment

A number of industrial and agricultural opportunities of interest to U.S. investors are listed in a guide to investment compiled by the Government of Southern Rhodesia.

The guide points out that many of the country's natural resources have not yet been fully developed. In the agricultural area, for example, tobacco, cotton and citrus represent only a few of a number of crops cited for substantial expansion.

Needed industrial development offers such opportunities as the manufacture of dry batteries, chrome chemicals, ferro-alloys, chlorine and caustic soda. A number of project studies have been made or are in the process of completion on some of these industrial opportunities.

According to the guide, Southern Rhodesia's recently formed Industrial Development Corporation can be of assistance in bringing together foreign investment and know-how with local experience and capital participation.

For a copy of the 93 page *Development Opportunities in Rhodesia*, **write:** Office of Southern Rhodesia Affairs, 2852 McGill Terrace, NW., Washington, D.C., 20008.

Bay of Bengal offers opportunity to U.S. firms for venture in commercial fishing

Although a complete survey of the Bay of Bengal's marine resources has not yet been accomplished, a Pakistan commercial fish freezing firm believes sufficient evidence exists to indicate shrimp beds in the Bay and would like to conclude a joint venture with an experienced U.S. fishing firm.

The Pakistan Marine Fisheries Department is currently conducting a marine survey of the Bay of Bengal but, with only one vessel, completion cannot be anticipated for several years.

A preliminary report to the Government of Pakistan on trawling operations in the Bay of Bengal was made in early 1963 by the United Nations Food and Agricultural Organization, but its findings were tentative.

Survey cruises upon which this report is based continue and a request for UN Special Fund assistance has been made to conduct a full scale pre-investment survey.

Ready for assessment

Although many questions remain to be answered concerning the marine resources of the Bay of Bengal, the time does not appear too early for an experienced firm to begin a serious assessment of the potential.

Consideration of participation in the AID investment survey program under which AID has authority to pay up to 50% of the approved cost of such investigations might be given by an interested U.S. firm.

The Chittagong fish freezing firm, currently interested in conducting a joint venture arrangement, produced 36,000 pounds of shrimp and 10,000 pounds of frog legs, bought from small fishermen, from November 1963 through March 1964.

It has a freezing and packing plant capable of processing five tons of fish or shrimp a day, with a storage capacity of 100 tons. The problem is one of supply, as the plant is operating at about only 10% of its capacity.

U.S. experience needed

A U.S. joint venture partner with experience, expertise and equipment is sought to handle the fishing end of the venture while the Pakistani firm would handle processing, cleaning, freezing, packing, distribution and local marketing and export. The U.S. firm would provide necessary trawlers, fishing gear, know-how and trained crews.

Write: Bureau of International Commerce, Office of International Investment, File 4-09123-G, Department of Commerce, Washington, D.C., 20230.

Indian firm requests U.S. aid in making steel structurals

A Bombay importer of hydroelectrical and railroad equipment, industrial plants and steel products proposes a joint venture with an experienced U.S. manufacturer to produce steel structurals ranging from light to heavy, and plate work to include pressure vessels.

Total outlay contemplated for the venture is around $2.1 million. The Bombay firm has obtained "letters of intent" covering the project from the Indian Government and plans on forming a limited liability corporation to implement it.

It would expect the U.S. partner to contribute approximately $525,000 in needed equipment and technical know-how. Steel, the essential raw material, is expected to be available from Indian sources.

Site selected

According to the Indian firm, steps have already been taken to procure land, water and power in a Poona industrial zone, the proposed site of the plant. Proposed production, based on two eight-hour daily shifts, is 3000 tons of heavy structurals a year, 2400 tons of light and medium structurals and 3000 tons of plate work.

A project report on the proposed manufacturing venture has been drafted by a Bombay firm of engineering consultants.

Write: Shanta Shamshere, Managing Director, Shanta Brothers, Pvt. Ltd., Vaswani Mansions, Dinsha Wacha Rd., Bombay 1, India.

For additional technical information **Write:** Bureau of International Commerce, Office of International Investment, File IRD-H, Department of Commerce, Washington, D.C., 20230.

Mexican seeks U.S. partner to produce epoxy paints

A Mexican manufacturer of paints, varnishes and lacquers would like to discuss the possibilities of a joint venture to manufacture acrylic and epoxy paint.

The firm manufactures several specialty paints including a white glitter paint for marking highways. It would like to be the first producer of epoxy paints in Mexico, which it believes could replace enamel now used in manufacturing household durable goods.

The company's paid-in capital is $80,000 and its owner is said to possess over $1 million in assets in real estate and in other companies. Further details concerning this opportunity may be obtained directly from the firm.

Write: Jose Vilet Brullet, Central Chemical Co., S.A., Avenida de la Paz 70, Apartado Postal 327, San Luis Potosi, S.L.P., Mexico.

Inter-American group holds meeting in Peru

The Inter-American Economic and Social Council is holding its third annual meeting at the ministerial level in Lima, Peru, to review developments under the Alliance for Progress.

The meeting, which began Dec. 5, will continue through Dec. 14.

Assistant Secretary of State Thomas C. Mann heads the U.S. delegation. Claude Courand of the Bureau of International Commerce is serving as an adviser to the delegation.

PREFAB STEEL BUILDINGS

French firm specializing in the manufacture of metal surface finishing lines (booths, ovens and conveyors) seeks U.S. licensing arrangement to manufacture U.S. model of prefab 1 steel buildings.

Write: Mabor, S.A., 17 quai Georges Clemenceau, Bougival, Seine et Oise.

FIBERGLASS MOLDINGS

South African manufacturer of fiberglass products is interested in obtaining a license to produce all types of fiberglass moldings. **Write:** Rubber Improvement (S.A.), Pty., Ltd., P.O. box 76, Booysens, Transvaal, South Africa.

MEASURING INSTRUMENTS

South African manufacturer of scientific instruments seeks licensing arrangement to manufacture measuring and optical measuring instruments.

Write: A. Hausler, P.O. box 9834, Johannesburg, South Africa.

Railroad bed, tunnels and bridges to be constructed in Syria

International bids invited

The Syrian Railroad Administration has announced that the Organization for Railroad Construction in Aleppo is inviting international bids on grading and building of tunnels and bridges for a railroad bed.

Railroad construction will be between the Orontes River (Jisral-Shaghur) and Latakia, a distance of about 5.5 miles. Specifications state the work must be completed in 1,200 days and the bidder is to provide a guarantee of 3.5% of the bid. A daily penalty of $1,400 will be assessed for any delay.

Businessmen and companies having the financial background and technical capacity, such as work done on similar projects, or the required equipment for this type of work are invited to submit offers to the Organization. Offers or bids are to be submitted to the Organization for Railroad Construction at the Headquarters (near the National Library) in Aleppo, P.O. Box 1282, either in person or through a representative, or by registered letter.

Bid deadline is before 2 p.m., local time, Jan. 30.

Tender specifications are available upon payment of U.S. $560 from the Organization or from the Liaison Officer in the Ministry of Communications in Damascus.

Switchyard equipment bids invited for third stage of Australian power station

The Secretary, State Electricity Commission of Victoria, is inviting bids for the supply, installation and maintenance of four 2,000 amp., 220 kv circuit breakers, with associated transformers, isolating switches, galvanized steel structures, control room equipment, protective equipment, cabling and spare parts for the third stage of the Hazelwood Power Station.

Bids on Specification No. 64-65/127 should be submitted to The Secretary, State Electricity Commission of Victoria, 22-23 William St., Melbourne, C.I. Victoria, no later than Feb. 15, 1965.

A copy of the specification is available for review only in the Power & Electrical Equipment Division, BDSA-6430, Rm. 4124, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-4242.

Iraq extends bid deadline on Samarra hydro project

The Directorate General of Industrial Design & Construction, Ministry of Industry, Baghdad, has extended the bid deadline for the Samarra Hydroelectric Project from Dec. 17 to Feb. 17. (INTERNATIONAL COMMERCE, Sept. 28, 1964, p. 29).

Germany issues NATO tender for infrastructure project; bidders must be certified

The Federal Republic of Germany is inviting international bids on its NATO Infrastructure project, No. BMVtdg. 68-25-43-21-33, titled "Earth Works, Road & Building Construction in Lower Saxony." Supplies and services required are: Construction of a 14,500 sq. meter road; a 580 sq. meter building; 550 meters concrete, stoneware and cast iron water supply; sewerage supply lines; 1,200 to 1,600 meters of telephone and power cables; wire mesh fencing.

U.S. bidders are invited to submit their applications on a specially designated form to the Bundesamt fuer g werbliche Wirtschaft, Bockenheimer Landstr. 38, Postfach 3931, 6 Frankfurt (Main), Germany, including a DM 80 (approx. U.S.$20) check to cover the application filing fee.

Deadline for filing the application is Dec. 15.

U.S. firms, eligible to participate in NATO-ICB, may request a copy of the specifications and the Notice of Intent from Trade Opportunities Staff, BDSA-6192, Department of Commerce, Washington, D.C. 20230.

Safety devices needed for NATO project in Italy

The Italian Ministry of Foreign Affairs has announced NATO Project No. 209 which calls for the supply of safety devices for an electrical plant. Cost of this procurement is estimated at 11 million lire (1000 lire=US$1.60).

Requests for bidding invitations on a specially designated form should be sent to the Ministero Defesa Aeronautica, Direzione Generale Demanio, Ufficio Studi, Sezione 1A, Rome. Deadline is Dec. 18.

A copy of the special form and the specifications is available to U.S. firms, certified eligible to participate in NATO-ICB, from the Trade Opportunities Staff, BDSA-6192, Washington, D.C. 20230.

U.S. firms desiring NATO certification should send their request along with their brochure, a current annual report with financial statement and a completed copy of General Services Administration's form 129 to BDSA-6192, Washington D.C. 20230.

Tunisia to buy machinery for textiles, footwear

The Societe Generale de l'Industrie de Confection, 19 Rue des Belges, Tunis, intends to purchase textile machinery for men's and women's undergarments, interlock knitting machinery for men's and children's undergarments and machinery for men's and children's footwear.

No bid deadline has been established.

Copies of the specifications are available in French from the Embassy of Tunisia, 2408 Massachusetts Ave. NW., Washington, D.C. 20008; or on a short-term loan basis to firms domiciled in the U.S. from the GIE&C Division, BDSA-6320, Department of Commerce, Washington, D.C. 20230.

Kuwait to build base for military air force; bid invitation qualified

Kuwait's Ministry of Public Works invites registered Category I contractors in Kuwait to submit bids for construction and completion of a Military Air Force Base in Kuwait. The Embassy and the Ministry of Commerce in Kuwait maintain an available list of the Category I contractors. Only firms with a Kuwaiti agent, partner or sponsor will be allowed to bid.

Eligible bidders must apply before Dec. 12. An offer must be valid for 90 days from the date of submission. A bank guarantee of U.S. $70,000 will be required and must be valid throughout the period of construction.

Specifications and other details are available, upon payment of unrefundable U.S. $56, by writing to the Central Tender Board, Council of Ministers Building, Seif, Kuwait.

UAR seeks supply bids for transformer and switching substations

The Mechanical & Electrical Engineering Dept. of the Egyptian Railway is inviting bids for the supply of one 500 kva, three phase, 50 cycle, 11/6.6 kv indoor type transformer and associated 11 and 6.6 kv switchboards for the Gabbary power station; one 11 kv switchboard for the Nozha switching station, one for the Nozha pumping station and one for the Hadra substation; supply of 73,000 ft. of underground, three core, paper insulated, lead covered copper cable suitable for 11,000 volts.

Bids should be submitted to the Egyptian Railways, Mechanical & Electrical Engineering Dept., Egyptian Railways Bldg., Shubrah, Cairo no later than Dec. 14.

A copy of the specifications is available in the Power & Electrical Equipment Division, BDSA-6430, Rm. 4124, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-4242.

Bids invited by Turkey on studio tape recorders

The Turkish Radio-Television Broadcasting Administration has requested the supply of 60 magnetic recorder-reproducer sets and 40 magnetic reproducer sets. The tender states that this equipment is to be designed for professional purposes and manufactured for studio use.

Bids should be submitted by Jan. 15, to: Turkiye Radyo-Televizyon Kurumu, Genel Mudurlugu, Ataturk Bulvari, Ankara, Turkey.

Terms and specifications are available from the issuing authority at no charge. A short term loan copy of the specification is available to firms located in the U.S. from the Electronics Division, BDSA-6420, Rm. 4117, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-4036.

NATO construction project in France open for bids to qualified U.S. firms

A NATO International Competitive Bidding (NATO-ICB) tender has been announced for the construction of workshops and a storehouse on the grounds of the naval airport of Lann-Bihoue. Total value of the project for construction and supplies is estimated at $400,000.

U.S. firms certified to participate in NATO-ICB may register their interest prior to Jan. 1 with the Direction des Travaux Maritimes de Loriet, Enclos de L'Amiraute, Loriet (Morbihan), France.

U.S. firms desiring NATO-ICB certification may request such action from the Trade Opportunities Staff, BDSA-6192, Department of Commerce, Washington, D.C. 20230. Firms should enclose with their request a current annual report with financial statement, their brochure and a completed copy of the General Services Administration's form 129.

Addenda No. 2 and 3 issued by Iraq for Samarra project

The Directorate General of Industrial Design & Construction, Ministry of Industry, Baghdad, has issued Addenda No. 2 and 3 for the Samarra Hydroelectric Project, Tender No. 1/5/19, bid deadline January 17. (INTERNATIONAL COMMERCE July 6, 1964, p. 67.)

One copy of the addenda is available for review only in the Power & Electrical Equipment Division, Rm. 4124, BDSA-6430, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-4242.

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Phone: 247-0311.

ANCHORAGE, ALASKA, 99501, Rm. 306, Loussac-Sogn Building. Phone: BR 2-9511.

ATLANTA, GA., 30303, 75 Forsyth St., N.W. Phone: 526-6000.

BALTIMORE, MD., 21202, Rm. 305 U.S. Customhouse, Gay and Lombard Sts., Phone: Plaza 2-8400 Ext. 2784.

BIRMINGHAM, ALA., 35203, Title Bldg., 2030 Third Ave., North. Phone: 325-3131.

BOSTON, MASS., 02110, Room 230, 80 Federal St. Phone: CApitol 3-2312.

BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Ellicott St. Phone: TL 3-4216.

CHARLESTON, S. C., 29401, No. 4 North Atlantic Wharf. Phone: 722-6551.

CHARLESTON, W. VA., 25301, 3002 New Federal Office Bldg., 500 Quarrier St. Phone: 343-6196.

CHEYENNE, WYO., 82001, 207 Majestic Bldg., 16th & Capitol Ave. Phone: 634-2731.

CHICAGO, ILL., 60604, 1486 New Federal Building, 219 South Dearborn St. Phone: 828-4680.

CINCINNATI, OHIO, 45202, 8028 Federal Office Bldg., 550 Main St. Phone: 381-2200.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Bldg., East 6th St. & Superior Ave. Phone: 241-7900.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Phone: Riverside 9-3287.

DENVER, COLO., 80202, 142 New Custom House, 19th & Stout St. Phone: 297-3246.

DES MOINES, IA. 50309, 1216 Paramount Bldg., 309 Grand Avenue. Phone: 284-4222.

DETROIT, MICH., 48226, 445 Federal Bldg. Phone: 226-6088.

GREENSBORO, N. C., 27402, Room 407, U.S. Post Office Bldg. Phone: 273-8234.

HARTFORD, CONN., 06103, 18 Asylum St. Phone: 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Bldg., 1022 Bethel St. Phone: 38831.

HOUSTON, TEX., 77002, 5102 Federal Bldg., 515 Rusk Ave. Phone: CA 8-0611.

JACKSONVILLE, FLA., 32202, 512 Greenleaf Bldg., 204 Laura St. Phone: ELgin 4-7111.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Phone: BAltimore 1-7000.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Bldg., 1031 S. Broadway. Phone: 688-2830.

MEMPHIS, TENN., 38103, 345 Federal Office Bldg., 167 N. Main St. Phone: 534-3214.

MIAMI, FLA., 33130, Rm. 1628, Federal Office Bldg., 51 S.W. 1st Ave. Phone: 350-5267.

MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Phone: BR 2-8600.

MINNEAPOLIS, MINN., 55401, Room 304, Federal Bldg., 110 S. Fourth St. Phone: 334-2133.

NEW ORLEANS, LA., 70130, 909 Federal Office Bldg., (South) 610 South St. Phone: 527-6546.

NEW YORK, N.Y., 10001, 61st Fl., Empire State Bldg., 350 Fifth Ave. Phone: LOngacre 3-3377.

PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Phone: WAlnut 3-2400.

PHOENIX, ARIZ., 85025, New Federal Bldg., 230 N. First Ave. Phone: 261-3285.

PITTSBURGH, PA., 15219, Room 2201 Federal Bldg., 1000 Liberty Ave. Phone: 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S. W. Morrison St. Phone: 226-3361.

RENO, NEV., 89502, 1479 Wells Ave. Phone: FA 2-7133.

RICHMOND, VA., 23240, 2105 Federal Bldg., 400 North 8th St. Phone: 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Bldg., 1520 Market St. Phone: MAin 2-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Bldg., 125 So. State St. Phone: 524-5116.

SAN FRANCISCO, CALIF., 94102, Room 9453, Federal Building, 450 Golden Gate Ave. Phone: 556-5868.

SANTURCE, PUERTO RICO, 00907, Room 628, 605 Condado Ave. Phone: 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Phone: ADams 2-4755.

SEATTLE, WASH., 98104, 809 Federal Office Bldg., 909 First Ave. Phone: MUtual 2-3266.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-6192, Department of Commerce, Washington, D.C. 20230. The T.M. (trade mission) number is requested in correspondence. Requests for loan material should specify country and T.M. number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Commercial Intelligence Division, Bureau of International Commerce (BIC), Department of Commerce, Rm. 6059 B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.

011 Field Crop Farms

AUSTRALIA—Rice, beans. Direct purchase and agency. Lee McKeand & Son Pty. Ltd. (importer, exporter, sales agent), 55 Commercial Rd., South Yarra, Victoria. WTD 10/30/64.

FRANCE—Animal feeds. Direct purchase and agency. Scoritoma (importer, wholesaler), 22 Bld. Galliéni, Villeneuve-la-Garenne (Seine). WTD 7/30/64.

012 Fruit, Tree Nut, Vegetable Farms

VENEZUELA—Fresh fruit. Sales agency and distribution for Venezuela. Hauenschild, S.A. (sales agent, distributor), Aptdo. 2121, Ave. Los Mangos, Quinta Selva Negra, La Florida, Caracas. WTD 8/4/64.

200 Food

★★ YUGOSLAVIA—Trade Mission

Citrus fruit, all types; desires arrangements to pay for purchases in form of fruit juice concentrates, cherry brandy, dried mushrooms, walnut kernels, Dalmatian sour cherries, other similiar products. Voceexport (exporter, importer), Praska 2, Zagreb. TM 209.

Milk powder, 10,000 tons; fish meal, 200,000 tons; soybeans, quantity not specified; for immediate delivery. Yugoslavia Commerce (exporter, importer, manufacturer's representative), Sarajevska 1-5, Belgrade. TM 49.

203 Canning, Preserving Foods

BAHRAIN—Canned fruits, vegetables, juices, sauces. Cif Bahrain. Direct purchase and/or agency. Abbas Mansoor Sanad & Bros. (importer, retailer, wholesaler), P.O. Box 314, Manama, Bahrain, Arabian Gulf. WTD 10/10/64.

FRANCE—Dried vegetables: Great Northern and Michigan beans, Alaska peas. Societe Legumia (manufacturer), 41 Bld. de Plombieres, Marseilles (Bouches du Rhone). WTD 10/23/64.

PHILIPPINES—All kinds of canned food products. La Filipina Uy Gongco de Uy Chiong (importer, wholesaler), 145 P. Arroyo St., Iloilo City. WTD 11/10/64.

ZAMBIA—Canned foods, all kinds. Ernie's Ltd. (caterer), P.O. Box 635, Kitwe. WTD 11/12/64.

208 Beverage Industries

SWEDEN—All kinds of primary ingredients for bakery industry. Direct purchase and agency. AB Hirschs Kemikalieimport (importer, wholesaler, exporter, sales agent), Tegnergatan 1, Stockholm. WTD 11/2/64.

★★ YUGOSLAVIA—Trade Mission

Bourbon and Scotch whiskey. Antun Roko Lujak, Director, Minceta (tourist agency), Izmedju Vrata 3, Dubrovnik. TM 317.

209 Food Preparations

● **BURMA**—Linseed oil, 35,000 gallons. Tender No. 28/CS/64-65/TRAD, bid deadline Dec. 20. The Secretary (1), People's Stores Corp., Construction Stores Division, c/o Foreign Office, Prome Rd., Rangoon. ★(Telephone: 202-WO 7-4794).

210 Tobacco Manufactures

★★ YUGOSLAVIA—Trade Mission

Cigarettes, cigars. Antun Roko Lujak, Director, Minceta (tourist agency), Izmedju Vrata 3, Dubrovnik. TM 316.

220 Textile Mill Products

AUSTRALIA—Fabrics to be used in manufacturing women's inexpensive dresses, coats. Portmans Pty. Ltd. (manufacturer, importer, retailer), 280 Bourke St., Melbourne, Victoria. WTD 9/11/64.

ENGLAND—Stretch materials for manufacture of ladies slacks, skirts. Denleen (Separates) Ltd. (manufacturer), Primrose St. Works, Ilkeston, Derbyshire. WTD 11/13/64.

NETHERLANDS—Synthetic fabrics for manufacture of ladies' wearing apparel, such as Orlon, Dacron, etc. (nylon excepted); fabrics made of mixed fibres. Exclusive agency representation for manufacturers only. Firma Wetex (sales agent), 9-15 Rokin, Amsterdam. WTD 11/6/64.

SWEDEN—Fabrics of cotton, wool, nylon, synthetic fiber, silk, etc. for ladies dresses. Bengtsons Konfektions AB (importer, manufacturer, exporter), Hammarbyvagen 34, Stockholm. WTD 10/28/64.

★★ YUGOSLAVIA—Trade Mission

Cloth for rainwear, outerwear, sportswear. Kamensko (manufacturer), Reljkoviceva 8, Zagreb. TM 56.

Pure cotton cloth for sport dresses, jackets for men, women, children; cotton/synthetic materials; wool/synthetic fabrics. Interexport (manufacturer, exporter, importer), Kolarceva no. 8-10, Belgrade. TM 40.

221 Broad Woven Fabrics, Cotton

SWEDEN—All kinds of towels, especially terry cloth towels. Holger Petersens Handels & Fabriks AB (importer, wholesaler), Lilla Nygatan 15, Stockholm. WTD 10/30/64.

225 Knitting Mills, Products

FRANCE—Women's knitted dresses. Direct purchase and agency. Jean R. Misraki (agent), 10 Rue du Chevalier Rozé, Marseille (Bouches du Rhone). WTD 10/28/64.

SWEDEN—All kinds of finished knitted products; direct purchase and agency. Artikels, Import- och Textilagentur (importer, sales agent), Elindalsgatan 6, Boras. WTD 11/3/64.

228 Yarn, Thread Mills Products

SWEDEN—All kinds, sewing materials, threads. Holger Petersens Handels- öch Fabriks AB (importer, wholesaler), Lilla Nygatan 15, Stockholm. WTD 10/30/64.

★★ YUGOSLAVIA—Trade Mission

Yarns, cotton and synthetics; prefers barter for finished men's, ladies' and children's underwear. Interplet (manufacturer), Brcko. TM 219.

229 Textile Goods

PORTUGAL—Waste, synthetic fibers, requests replies from mills and/or exporters. Joaquim Soares & Ca. (importer, manufacturer, reclaimer), 38 Rua da Feira, Areosa, Oporto. WTD 11/19/64.

SWEDEN—Textile piece goods, all kinds, for manufacturing ladies' suits, coats. AB Bevell (importer, exporter, manufacturer), O. Ringvagen 3, Vasteras. WTD 11/10/64.

232 Men's, Youths', Boys' Furnishings

SENEGAL—Men's dress shorts, long and short sleeves, good quality, medium or higher priced. Requests replies in French. Compagnie Sénégalaise du Sud-Est (importer, wholesaler, retailer), 111 bis, Av. Gambetta x Rue Grasland, B. P. 3188, Dakar. WTD 11/5/64.

233 Women's, Misses', Juniors' Outerwear

FRANCE—Women's dresses, suits, coats. Direct purchase and agency. Jean R. Misraki (agent), 10 Rue du Chevalier Rozé, Marseille (Bouches du Rhone). WTD 10/28/64.

NETHERLANDS—Ladies' blouses made of synthetic fabrics, such as Orlon, Dacron, etc. (nylon excepted). Purchasing prices (including import duty, freight, etc.) up to $3.50. Exclusive agency representation for manufacturers only. Firma Wetex (sales agent), 9-15 Rokin, Amsterdam. WTD 11/6/64.

234 Women', Misses', Children's, Infant's Undergarments

SWEDEN—Women's undergarments such as underwear, corsets, brassiers, hosiery. Holger Petersens Handels- och Fabriks AB (importer, wholesaler), Lilla Nygatan 15, Stockholm. WTD 10/30/64.

238 Apparel, Accessories

SWEDEN—Gloves and mittens, all kinds. Holger Petersens Handels- och Fabriks AB (importer, wholesaler), Lilla Nygatan 15, Stockholm. WTD 10/30/64.

239 Fabricated Textile Products

ITALY—Newly designed housefurnishing articles. Mosa Soc. in N.C. di Rivabella & Gariglio (wholesaler), Via Cherubini 9, Torino. WTD 11/17/64.

SWEDEN—All kinds of textile fancyware, giftware such as table cloths, T-shirts, other textile goods. Netto-Fabrikerna (importer, wholesaler, exporter, sales agent), Nassjo. WTD 11/12/64.

Table cloths, sheets, all kinds. Holger Petersens Handels- och Fabriks AB (importer, wholesaler), Lilla Nygatan 15, Stockholm. WTD 10/30/64.

242 Sawmills, Planing Mills

AUSTRALIA—Douglas fir, wants to locate regular exporter with competitive quotations; also interested in Western red cedar, redwood. Direct purchase and agency. Lee McKeand & Son Pty. Ltd. (importer, exporter, sales agent), 55 Commercial Rd., South Yarra, Victoria. WTD 10/30/64.

252 Office Furniture

SPAIN—Metal office furniture: chairs, desks, tables. Jose Luis Bernardi (importer, wholesaler, retailer, agent), General Marina 9, Aptdo. 220, Melilla. WTD. 2/13/64.

264 Converted Paper, Paperboard Products

HONG KONG—Packaging paper and paperboard materials. Stanley Shao & Co. (paper merchant), 502 China Bldg., Queen's Rd. Central, Hong Kong. Cable Address: STANSHAO Hong Kong. WTD 10/29/64.

★★ YUGOSLAVIA—Trade Mission

Kraft paper, 10,000 tons. Export-Import (exporter, importer), Sarajevo. TM 154.

Kraft paper for cement bags, plastic coated paper, paper for candy wrapping width 24″ to 36″, unspecified quantities. Grafoimpex (exporter, importer), Brescenskoga 4, Zagreb. TM 206.

266 Building Paper, Building Board Mills

PAKISTAN—Insulating material such as leatheroid, empire cloth, tapes, black adhesive tapes, insulating varnish, empire sleeving, insulation paper, ebonite rods and sheets, mica and miconite cable compound HT, LT.; approx. $30,000. For use on own projects and to supply government and semi-government organizations. Direct purchase and agency. Imperial Electric Co. Ltd. (importing distributor, construction engineer), 7 Shah Din Bldg., The Mall, Lahore. WTD 11/13/64.

273 Books

GERMANY—Books, medical; requests replies from publishers only; cif European ports. Josef Schumpe (retailer, exporter), Buchhandlung fuer Medizin, 75 Kerpenerstrasse, 5 Koeln-Lindenthal 1. WTD 10/20/64.

PHILIPPINES—Books (professional, technical, etc.). Direct purchase and agency. E. Q. Cornejo & Sons (importer, wholesaler, retailer), c/o Mrs. Lourdes Cornejo Lee, Office Manager, 107 P. del Rosario St., Cebu City. WTD 9/4/63.

★★ YUGOSLAVIA—Trade Mission

Paperback pocket books. Antun Roko Lujak, Director, Minceta (tourist agency), Izmedju Vrata 3, Dubrovnik. TM 318.

275 Commercial Printing

SWEDEN—Precoated plates for offset printing presses; direct purchase and agency. AB Vilhelm Johnsen (importer, wholesaler, exporter, sales agent), Tunnelgatan 14, Stockholm 3. WTD 11/21/63.

280 Chemicals

SWEDEN—Chemicals for preparation of fur, other skins. AB Tranas Skinnberederi (importer, wholesaler, exporter, manufacturer), Vasagatan 1, Tranas. WTD 10/30/64.

281 Industrial Chemicals

AUSTRALIA—Applied industrial chemicals (not basics) of all descriptions, such as industrial detergents, cleaning compounds, surface coating compounds, rust preventatives, rust control agents, cement additives. Direct purchase and agency. Applied Chemicals Pty. Ltd. (importer, manufacturer, wholesaler), 136 Bridge Rd., Richmond, Victoria. WTD 9/11/64.

BRAZIL—Lepidolite, barium carbonate, potas-

sium carbonate, sodium nitrate, nickel oxide, cobalt oxide, manganese dioxide, titanium dioxide, arsenic dioxide, lead monoxide, sodium antimoniate, potassium silicofluoride, silica gel. Amorim S.A. Comercial Importadora e Exportadora (importer, wholesaler), C.Postal 687, Santos. WTD 11/10/64.

HONG KONG—Textile dyestuffs. Requests replies from manufacturers, suppliers. The Winsome Trading Co. (importer), Rooms 809 & 812, Des Voeux House, 103-109 Des Voeux Rd. West, 7th floor, Hong Kong, P.O. Box 2752 & 1764, Hong Kong. Cable Address: WINSOMECO Hong Kong. WTD 10/21/64.

Silver powder. Requests replies from manufacturers, suppliers. Holy Light Metal & Plastic Article Manufactory (importer, exporter), 24 Ho Pui St., Ground Floor, (P.O. Box 11), Tsun Wan, New Territories, Kowloon, Hong Kong. WTD 10/5/64.

● **IRAN**—Calcium carbide, 50-90 mm. minimum calcium carbide content 85%: gas yield 295 liters per kilo; 40,000 kgs. One quarter to be shipped in solid 50 kilo drums, remainder in 100 kgs. drums. Tender No. 43/116 and 273. Bid deadline Feb. 1. Iranian State Railways, Procurement Dept., Section of Adjudication & Contracts, Maydane Rah Ahan, Tehran.

Soda ash, 500 m.t.; potash carbonate, 50 ton; 100 tons nitrate of soda; 50 kilos liquid gold 12%. Asia Chemical & Industrial Corp. (importer), Mottahedan Bldg., 163 Eisenhower Ave., Tehran. WTD 11/2/63.

● **KOREA**—Supply of 34,000 kilograms of Monoethanolamine (MEA) HOCH2 CH2 NH2, conforming to following specification: Technical grade, specific gravity 20/20° Cl.017-1.021, boiling range ASTM I.B.P. 165° C Min., DP 175°C Max., Color APHA 20 Max. Suspended matter substantially free, equivalent weight 61-63, odor mildly ammoniacal. Tender No. KFX-4110-N, bid deadline Dec. 15. Office of Supply, Government of the Republic of Korea, Seoul.★ (Telephone: 202-WO 7-2090).

● **PAKISTAN**—Supply of leather treating chemicals and dyes, 26 items in varying quantities. Tender No. S-6/175/Chem./64-65, bid deadline Dec. 21. The Director of Supply, Government of East Pakistan, Eastern Estate Bldg., 48 Motijheel Commercial Area, Dacca 2.★ (Telephone: 202-WO 7-2090).

PHILIPPINES—Caustic soda flakes and solid; hydrogen peroxide 35 and 50%; soda ash dense and light. Direct purchase and agency. Mr. H. T. Lam, Head, Chemical Dept., G.S. International Co. Inc. (importer, wholesaler, exporter), 205 L & S Bldg. No. 2, 1515 Roxas Blvd., Box 3324, Manila. WTD 10/5/63.

★★ YUGOSLAVIA—Trade Mission

Amines, cynochlorides, chlorinated hydrocarbons. Radonja (manufacturer), Sisak. TM 100.

Vinyl alcohol; vinyl acetate; adipic acid. Iplas (manufacturer), Koper. TM 202.

Powdered cobalt, 99.9 purity; tungsten carbide; tantalum carbide; titanium carbide; tungsten. Metal (manufacturer), Savski Gaj XIII No. 20, Zagreb. TM 290.

Bacteria for phenol degradation in waste water. Interkomerc (importer, sales agent), Terazije 27/III, Belgrade. TM 12.

282 Synthetic Materials

HONG KONG—Polyethylene pellets. Requests replies from manufacturers. Nan Sing Polyethylene Products Manufactory Ltd. (manufacturer), 1159-1161 Canton Rd. Mongkok, Kowloon, Hong Kong. Cable Address: NANSINGPOLY Hong Kong. WTD 11/13/63.

Polyvinyl chloride such as used in manufacturing furniture, footwear. Hong Kong Merchandising Co. (importer, exporter), Han Chung Mansion, 2nd floor, Block "B", 8-10 Hankow Rd., Kowloon, Hong Kong. Cable Address HKNYLON Hong Kong. WTD 11/2/64.

PHILIPPINES—Plastic resins including rosins ff black for the paper industry. Direct purchase and agency. Mr. H. T. Lam, Head, Chemical Dept., G.S. International Co. Inc. (importer, wholesaler, exporter), 205 L & S Bldg. No. 2, 1515 Roxas Blvd., Box 3324, Manila. WTD 10/5/63.

SWEDEN—Transparent plastics for book covers. AB Glansfoliering (importer, manufacturer), Mariatorget 5, Stockholm. WTD 10/28/64.

★★ YUGOSLAVIA—Trade Mission

Plastic materials used in making shoes. Koteks Tobus (importer, exporter), Miklosiceva 18, Ljubljana. TM 190.

Plastics, resins for asbestos cement manufacturing processes in coatings, glues, insulation. 15 September (manufacturer), Anhovo. TM 182.

Styrene monomer; melamine; polyethylene; futural, urethane; nylon 66 and 606; silicon monomers; polyvinyl chloride emulsions; requests replies from large suppliers only. Dinara (importer, manufacturer's representative), Bircaninova 37, Belgrade. TM 5.

Films, plastics for packaging bacon, sliced meat, other meat products. Jugoexport (importer, exporter), Kolarčeva 1, Belgrade. TM 71.

Phenolic resins for manufacture of grinding wheels, synthetic resins for manufacture of cold pressed extremely dense and hard snagging wheels, resin impregnated glass fiber for reinforced grinding wheels. Tovarna Umetnih Brusov, Swaty (manufacturer), Maribor. TM 130.

Synthetic and synthetic/mixture staples, all kinds. Centrotextil (exporter, importer, Marsala Tita No. 10, Belgrade. TM 32.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

---

283 Drugs

HONG KONG—Pharmaceuticals. Requests replies from manufacturers, suppliers. Kwan Fat Drug Co. (importers), 42 Java St., North Point, Hong Kong. WTD 10/20/64.

Glucose as used for manufacture of patent medicines. The Luxembourg Medicine Factory (manufacturer), 138 Shaukiwan Rd., 2nd Floor, Hong Kong. WTD 10/7/64.

KUWAIT—Firm wishes to represent U.S. firms wishing to supply pharmaceutical preparations to Kuwait. Abdulla Mohammed al Khulaifi (retailer), P.O.B. 3454, Kuwait. WTD 3/11/64.

● **TANZANIA**—Anti-malarial tablets conforming with following specifications; chloroquine sulfate, chloroquine phosphate and camaquine (all B.P.), each tablet containing equivalent of 150 mg. base of chloroquine or 150 mg. base of amodiaquine. 20,000 tins of 1,000 tablets each. Tender No. General Notice No. 2583, bid deadline Jan. 8. Secretary Central Tender Board, P.O. Box 49, Dar es Salaam.★ (Telephone: 202-WO 7-3394).

★★ YUGOSLAVIA—Trade Mission

Bromo-benzene purum—5,000 kg; d-Cycloserine—150 kg; DH-Streptomycin sulphate BP 58—8,000 kg; Erytromycin-propionate-lauryl-sulphate 100 kg; Methyl-ethyl ketone purum—200,000 kg; l-Nitropropane purum—60,000 kg; Oxalic acid techn. 98%—250,000 kg; Sodium methylate—50,000 kg; Sulfadimethoxyne (Roche Int.)—2,000 kg. Pliva, Pharmaceutical & Chemical Plant (manufacturer), Lole Ribara 89, Zagreb. TM 92.

284 Soaps, Detergents, Cleaning Preparations, Perfumes, Cosmetics

HONG KONG—Cosmetics, all types. Requests replies from manufacturers. Kwan Fat Drug Co. (importers), 42 Java St., North Point, Hong Kong. WTD 10/20/64.

Essential oils as used in hair pomades or perfumery. The Winsome Trading Co. (importers), Rooms 809 & 812 Des Voeux House, 103-109 Des Voeux Road West, 7th floor, Hong Kong, P.O. Box 2752 & 1764, Hong Kong. Cable Address: WINSOMECO Hong Kong. WTD 10/21/64.

NETHERLANDS—Polishing and cleaning requisites, glue, etc., for domestic use. Direct purchase and agency. Industrie en Handelsonderneming ALPA N.V. (agency), Veursestraatweg 106, Leidschendam. WTD 11/13/64.

SPAIN—Talcum powder, tooth paste, lipsticks, hair spray net. José Luis Bernardi (importer, wholesaler, retailer, agent), General Marina 9, (Aptdo. 220), Ceuta. WTD 2/13/64.

SWEDEN—Toilet articles and preparations; direct purchase and agency. Harald Swedberg AB (importer, sales agent), Dobelnsgatan 16 A, Stockholm. WTD 11/9/64.

Articles and cosmetics used in hair-dressing business; direct purchase and agency. AB Hirschs Kemikalieimport (importer, wholesaler, exporter, sales agent), Tegnergatan 1, Stockholm. WTD 11/2/64.

★★ YUGOSLAVIA—Trade Mission

Cosmetics, all kinds. Antun Roko. Lujak, Director, Minceta (tourist agency), Izmedju Vrata 3, Dubrovnik. TM 314.

Cosmetics all kinds; requests replies from large firms only. Dinara (importer, manufacturer's representative), Bircaninova 37, Belgrade. TM 30.

285 Paints, Varnishes, Lacquers, Enamels

SPAIN—Paints, varnishes, lacquers in aerosol-type containers. Jose Luis Bernardi (importer, wholesaler, retailer, agent), General Marina 9, Aptdo. 220, Melilla. WTD 2/13/64.

★★ YUGOSLAVIA—Trade Mission

Rust protecting paint for underwater structures. Hidroelektrane na Neretvi (hydroelectric plant), Mostar. TM 241.

287 Agricultural Chemicals

FRANCE—Nitrogenous fertilizers, mixed fertilizers. Direct purchase and agency. Scoritoma (importer, wholesaler), 22 Bld. Gallieni, Villeneuve-la-Garenne (Seine). WTD 7/30/64.

SPAIN—Insecticides in aerosol-type containers. Jose Luis Bernardi (importer, wholesaler, retailer, agent), General Marina 9, Aptdo. 220, Melilla. WTD 2/13/64.

★★ YUGOSLAVIA—Trade Mission

Soil treating chemicals: nitrogen-based fertilizers; urea; herbicides; insecticides; fungicides; requests replies from large suppliers only. Dinara (importer, manufacturer's representative), Bircaninova 37, Belgrade. TM 4.

Bactericides, algaecides, fungicides. Radonja (manufacturer), Sisak. TM 101.

289 Chemical Products

SWEDEN—Hot-melt glue. AB Glansfoliering

(importer, manufacturer), Mariatorget 5, Stockholm. WTD 10/28/64.

291 Petroleum Refining

● **BURMA**—Aviation gasoline, approx. 48,000 tons 100/150 grade AVGAS, 1600-44 gal. drums, 80/87 octane AVGAS, to supply during three 3-month periods Fiscal Year 1964/65, starting with second period, Jan. to March 1965. Bid deadline Dec. 20, Tender No. PaYa-LaLa/Ya/1. The Marketing Manager, People's Oil-Industry, 604-Merchant Street, Rangoon.★ (Telephone: 202-WO 7-2355).

NIGERIA—Paraffin wax—white, almost odorless and tasteless, about 54-56 degrees centigrade melting point. Direct purchase, price quotations cif Lagos, on initial order of 5 tons. E. A. Idowu & Co. (importer, wholesaler, manufacturer), P.O. Box 463, Ibadan. WTD 5/21/64.

299 Products of Petroleum, Coal

★★ YUGOSLAVIA—Trade Mission

Metallic lubricants for all applications in industrial plants; metal protector lubricants, light and heavy duty; rust inhibitor. Tehnopromet (manufacturer's representative. sales agent, distributor), Bulevar Revolucije No. 28, Belgrade. TM 15.

Hydraulic fluids, fuel and oil additives, requests replies from large firms only. Dinara (importer, manufacturer's representative), Bircaninova 37, Belgrade. TM 6.

301 Tires, Tubes

● **BURMA**—Tires, 100, inner tubes, 128, various types and sizes. Tender No. T-10/Vehicle-8 (64-65), bid deadline Dec. 31. The Secretary, People's Stores Corp., Vehicle & Other Transport Equipment Division, 180/184 Bogyoke St., Rangoon.★ (Telephone: 202-WO 7-3381).

GERMANY—New automobile tires, all types; price quotations cif Hamburg. Holert Autobereifung Herbert Holert (importer, wholesaler), 446 Eiffestrasse, 2 Hamburg 26. WTD 10/19/64.

SAUDI ARABIA—Hot patches for all kinds of vehicle tube repair. Requests quotations, price lists. 'Abd Allah Muhammad al-A'mudi (importer, wholesaler, retailer), P.O. Box 408, Riyadh. WTD 8/12/64.

★★ YUGOSLAVIA—Trade Mission

Tires for bicycles, other bicycle parts, such as ball bearings. Metalia Comerc (exporter, importer), K. Dumbovic 19, Zagreb. TM 207.

306 Fabricated Rubber Products

● **COSTA RICA**—Air Hose, 2,000 meters, 1½-2 inches I.D. Tender No. 1145, bid deadline Dec. 16. Hugo Castro B., Jefe Proveeduria, Institute Costarricense de Electricidad (I.C.E.), Aptdo. XXXII, San Jose. Specifications in Spanish; correspondence preferred in Spanish.★ (Telephone: 202-WO 7-3381).

PAKISTAN—Electricians' rubber gloves; 12″, 14″, 17″ long; approx. $10,000. For use on own projects and to supply government and semi-government organizations. Direct purchase and agency. Imperial Electric Co. Ltd. (importing distributor, construction engineer), 7 Shah Din Bldg., The Mall, Lahore. WTD 11/13/64.

307 Plastic Products

ENGLAND—Self-adhesive, paper-backed PVC, for bathroom scale mats, large quantities required. Sample of material desired is available from Trade Opportunities Staff, BDSA-6192, Rm. 4203, Department of Commerce, Washington, D.C. 20230. Hollands and Blair Limited (manufacturer, exporter), Bensham Grove, Thornton Heath, Surrey. WTD 4/10/63.

RHODESIA—Foam plastic household and novelty lines; for distribution in three Central African territories. Requests replies from manufacturers or suppliers. Damic (Pvt.) Ltd. (manufacturers, importers, distributors), P.O. Box 2005, Bulawayo. WTD 5/14/64.

★★ YUGOSLAVIA—Trade Mission

Enamel for magnetic wire production, neoprene, polyethylene, rubber used in manufacturing transmission cables. Elka, Novka (manufacturer, exporter, importer, manufacturer's representative), Svetozarevo. TM 304.

311 Leather Tanning, Finishing

ENGLAND—Shoe upper leathers; colored suede splits for shoe trade; colored suede clothing leathers. Agency and direct purchase. N. Jonas & Sons Ltd. (manufacturer, exporter, wholesaler, sales agent), 148 Shoreditch High St., London, E.1. WTD 11/13/64.

★★ YUGOSLAVIA—Trade Mission

Finished leather, pig skin, cow hide. Koteks Tobus (importer, exporter), Miklosiceva 18, Ljubljana. TM 298.

321 Flat Glass

★★ YUGOSLAVIA—Trade Mission

Plate glass. Direct purchase and agency. Invest Import (importer, exporter, manufacturer's representative), Terazije 5, Belgrade. TM 69.

322 Glass, Glassware

FRANCE—Molded, cut crystal and glass vases, flower bowls, ashtrays, ice buckets. Direct purchase and agency. F. Chapuis (wholesaler), 53 Rue Mercieres, Lyon (2), (Rhone). WTD 3/6/64.

ITALY—Glass, glassware, for household use. Mosa Soc. in N.C. di Rivabella & Cariglio (wholesaler), Via Cherubini 9, Torino. WTD 11/17/64.

326 Pottery

FRANCE—Ceramic vases, flower bowls, ashtrays. Interested in new designs. Requests replies from manufacturers. Direct purchase and agency. F. Chapuis (wholesaler), 53 Rue Merciere, Lyon (2), (Rhone). WTD 3/6/64.

ITALY—China table, kitchen articles for household use. Mosa Soc. in N.C. di Rivabella & Gariglio (wholesaler), Via Cherubini 9, Torino. WTD 11/17/64.

329 Abrasive, Asbestos, Nonmetallic Mineral Products

★★ YUGOSLAVIA—Trade Mission

Asbestos fiber, class V; building materials that must be used together with asbestos cement products. 15 September (manufacturer), Anhovo. TM 181.

Raw materials for manufacture of grinding wheels, first quality regular aluminum oxide, heavy duty aluminum oxide abrasive grain used in manufacturing extremely dense and hard snagging wheels, ceramically coated aluminum oxide, white aluminum oxide, first quality green silicon carbide. Tovarna Umetnih Brusov, Swaty (manufacturer), Maribor. TM 130.

Diamond grinding wheels. Metal (manufacturer), 20 Savski Gaj XIII, Zagreb. TM 291.

331 Steel Mill Products

BRAZIL—Stainless steel in sheets, plates, rods. Direct purchase and agency. Norzar S.A. Importação e Exportação (importer, wholesaler), Praça Manuel da Nóbrega 21, 9° andar, São Paulo. WTD 8/11/64.

ENGLAND—Drawn seamless steel tubes, 2″ to 14″ inside diameter, honed and polished in bore for cylinder manufacture. Hydra-Muscle Hydraulics Ltd. (manufacturer), Quarry Lane Works, Chichester, Sussex. WTD 11/3/64.

★★ YUGOSLAVIA—Trade Mission

Steel sheets for penstocks and pressure shafts, 1,000 tons; hydrotube steel for penstocks 4-12; steel sections, 70 tons for powerhouse use; pipes, various lengths and diameters. Hidrolektrana Trebisnica (hydroelectric plant), Trebinje. TM 277.

Tin plated steel for cans; galvanized sheet metal; hot and cold drawn sheet metal. Metal Export (exporter, importer), Marsala Tita 24, Sarajevo. TM 174.

Cold rolled steel for transformers, steel for generators, forged steel for generator poles and shafts. Rade Koncar (manufacturer), Falverovo Setaliste 22, Zagreb. TM 120.

333 Primary Smelting, Refining of Nonferrous Metals

IRAN—Aluminum ingots, purity 99.5%, loaf weight 10 to 20 kg. Direct purchase and agency. Hossein Imami (importer), Seraye Taghizadeh, Khayyam Ave., Tehran. WTD 11/18/64.

335 Rolling, Drawing, Extruding of Nonferrous Metals

IRAN—Brass sheets 63/37, 1 x 2 meter, 0.3 mm to 0.7 mm. Direct purchase and agency. Hossein Imami (importer), Seraye Taghizadeh, Khayyam Ave., Tehran. WTD 11/18/64.

● Babbit 10,000 kgs. (Sn 5%, Sb 15.5%, Cu 1%, Pb 78.5%), 2500 kgs. (Sn 10%, Sb 15.5%, Cu 1%, Pb 73.5%). Tender No. 43/282, bid deadline Jan. 20. Iranian State Railways, Purchasing Dept., Maydane Rah Ahan, Tehran.★ (Telephone: 202-WO 7-2298).

● **THAILAND**—Insulated aluminum conductor, 6 types totaling 543 kilometers. Tender No. MEA-PSD-001, bid deadline Dec. 28. The Metropolitan Electricity Authority, Chakraphet Rd., Bangkok.★ (Telephone: 202-WO 7-2181).

● Supply of copper ingots, 99.9% purity (110,-250 lb.). Tender No. 07482, bid deadline Dec. 15. State Railway of Thailand, Yod-Se, Bangkok.★ (Telephone: 202-WO 7-2162).

★★ YUGOSLAVIA—Trade Mission

Microwave coaxial cable and delay lines. Rudi Cajevac (manufacturer), Brace Pavlica 25, Banja Luka. TM 157.

Cables for electronic equipment on shipboard. Brodogradiliste Split (shipyard), Split. TM 83.

336 Nonferrous Foundries

★★ YUGOSLAVIA—Trade Mission

Copper, zinc, manganese and nickel alloys for telephone relays and crossbar switches. Tvornica Nikola Tesla (manufacturer), Krapinska 45, Zagreb. TM 212.

339 Primary Metal Industries

★★ YUGOSLAVIA—Trade Mission

Aluminium and scrap metal for remelting. Rude I Metali (mining industry association), Titova 1, Ljubljana. TM 135.

Copper, tin, aluminum for cable manufacturing. Elka, Novka (manufacturer, export, importer, manufacturer's representative), Svetozarevo. TM 302.

342 Cutlery, Hand Tools, General Hardware

● **BURMA**—Hooks and eyes for chain, varying sizes, large quantities. Tender No. 24/CS/64-65/TRAD, bid deadline Dec. 21. The Secretary (1) People's Stores Corp., Construction Stores Division, c/o Foreign Office, Prome Rd., Rangoon.★ (Telephone: 202-WO 7-5589).

PAKISTAN—Hardware, screws, bolts, nuts, automatic door locks. Requests replies from manufacturers, quotations c&f Karachi. Direct purchase and agency. Noorbhoy Esmailji Lotia (importer, manufacturers' agent), Lotia Chambers, Nicol Rd., Karachi-2. WTD 6/2/64.

SWEDEN—Cable clips, jointing sleeves. Curt Winemar AB (manufacturer, wholesaler), Fack 20086, Stockholm 20. WTD 2/6/64.

All kinds of tools; screw drivers, pair of thongs, other small tools for workshop uses; also new gadgets for kitchen use: direct purchase and agency. Rydarne AB (importer, exporter, sales agent), Fack, Stockholm 50. WTD 11/10/64.

VENEZUELA—Hardware, all lines. Wishes to represent large manufacturer producing wide range of products. Agency and distribution for Venezuela. Electro Industrial Halven—O. L. Halvorssen C.A. (importer), Edificio Halven, Esquina Monroy, Ave. Universidad, Caracas. WTD 3/20/64.

★★ YUGOSLAVIA—Trade Mission

Fittings for sport boats, other shipboard fittings. Brodomerkur (wholesaler), Ulica Prvoboraca 35, Split. TM 74.

343 Heating Apparatus, Plumbing Fixtures

NETHERLANDS—All types of fully automatic natural gas burners for industrial use. Descriptive literature, price lists requested. Exclusive representation (agency basis) for manufacturers only. N.V. Ingenieursbureau Figee & Groenevelt (sales agent), 8 N. Stationsweg, Bloemendaal. WTD 11/3/64.

344 Fabricated Structural Metal Products

PAKISTAN—Doors, galvanized steel; sizes, 6′ x 8′; 8′ x 10′; 6′ x 7′; requests replies from manufacturers only with price quotations c&f. Karachi. Direct purchase and agency. Sheikh Gulzar Ali & Co. (importer), Rex Annexe, 27 Victoria Rd., Karachi. WTD 8/20/64.

Windows, galvanized steel; sizes, 3′ x 4′; 4′ x 5′; 5′ x 6′; requests replies from manufacturers with price quotations c&f Karachi. Direct purchase and agency. Sheikh Gulzar Ali & Co. (importer), Rex Annexe, 27 Victoria Rd., Karachi. WTD 8/20/64.

★★ YUGOSLAVIA—Trade Mission

Ship hull plates, ship sections (up to 20,000 tons). Brodomerkur (wholesaler), Ulica Prvoboraca 35, Split. TM 74.

Steel plates, sections for ship hulls. Brodogradiliste Split (shipyard), Split. TM 82.

345 Screw Machine Products

SWEDEN—Screws, packings, for workshop industry; direct purchase and agency. Inter-Impex (importer, wholesaler, sales agent), Saltsjövägen 17, Lidingö 3. WTD 10/22/64.

348 Fabricated Wire Products

★★ YUGOSLAVIA—Trade Mission

Aluminum and steel wire for overhead cables. Elka, Novka (manufacturer, exporter, importer, manufacturer's representative), Svetozarevo. TM 303.

349 Fabricated Metal Products

AUSTRALIA—Manufacturing and engineering firm making renewable seat valves, reducing valves, temperature controllers, steam traps, pressure gauges interested in materials and components, including bellows, suitable for control valves and equipment. Ross, Robbins Pty. Ltd., 145 Bouverie St., Carlton, Victoria. WTD 9/11/64.

ENGLAND—Hydraulic valves, pumps, motors. Hydra-Muscle Hydraulics Ltd. (manufacturer), Quarry Lane Works, Chicester, Sussex. WTD 11/13/64.

PAKISTAN—Springs, helical, hot wound, railroad: springs, valute, draw helical and laminated, estimated $40,000. The Commercial House, 54 The Mall, Lahore, WTD 11/9/64.

★★ YUGOSLAVIA—Trade Mission

Butterfly valves, four units, dia. 10 ft., weight 160 tons each; fixed wheel gates, two units, weight 25 tons each. Hidrolektrana Trebisnica (hydroelectric plant), Trebinje. TM 277.

351 Engines, Turbines

NETHERLANDS—All types of dual-fuel engines and natural gas engines for industrial use. Descriptive literature, price lists requested. Exclusive agency representation for manufacturers only. N.V. Ingenieursbureau Figee & Groenevelt (sales agent), 8 N. Stationsweg, Bloemendaal. WTD 11/3/64.

★★ YUGOSLAVIA—Trade Mission

Diesel engines, with hydraulic clamps (ties), with changing gear, gross traction power 1,300 tons on flat, working speed 30 mph, usual maneuvering speed, normal equipment; 2 to 3 units. Intertrade (importer, exporter, manufacturer's representative), Titova 1, Ljubljana. TM 125.

Turbines for hydro-electric plant; one unit vertical Francis turbine complete, power 74,000 HP, nominal head 86.6 meters, Q—2,470 cubic ft./second, n—214, 3/405 r.p.m.; two units vertical Francis turbines, power 147,000 HP each, nominal head 272 meters, Q—1,588 cubic ft./second, n—300/558 r.p.m. Hidroelektrana Trebisnica (hydroelectric plant), Trebinje. TM 275.

Outboard motors for small boats. Brodomerkur (wholesaler), Ulica Prvoboraca 35, Split. TM 85.

352 Farm Machinery

CONGO (LEOPOLDVILLE)—Power-generating windmills, approx. 10 ft. in diameter, for experimental purposes; possibility of larger sales in future; desire literature, specifications for medium sized windmills, prices fob U.S. port. Mr. J. W. O'Byrne, Principal W. M. O. Representative, O.N.U., B.P. 7248, Léopoldville.

★★ YUGOSLAVIA—Trade Mission

Agricultural machinery for cutting grain, modified for use in mountainous areas; equipment for planting, cultivating and harvesting vegetables, especially peas. Poljooprema (agricultural enterprise), Sarajevo. TM 150.

Automatic feeders for cattle and hogs. Industrisko Poljoprivredni Kombinat (agricultural cooperative), Vase Miskina 28, Sarajevo. TM 194.

353 Construction, Mining, Materials Handling Machinery, Equipment

● **BURMA**—Large quantities of elevator buckets with standard hole and thickness, sizes from 3″ to 12″; bolts and nuts for buckets, large quantities, varying sizes. Tender No. 7/Machinery(23)/G-4 (64-65), bid deadline Dec. 21. The Secretary (4), Socialist Economy Construction Committee (Central), c/o Foreign Office, Prome Rd., Rangoon.★

GERMANY—Conveyor systems, equipment; materials handling machines, equipment; for industrial use. Industria Hans H. Tuexen K.G. (importer, wholesaler), Kieler Strasse 9, 2362 Wahlstedt. WTD 9/27/63.

● **GREECE**—14 track motor cars for transportation of track maintenance gangs, standard gage; 3 track motor cars for transportation of track maintenance gangs, meter gage; 30 small trailers for transportation of track maintenance gangs and tools, standard gage; 3 small trailers for transportation of track maintenance gangs and tools, meter gage. Tender No. 6804, bid deadline Dec. 15. Hellenic State Railways (SEK), Purchasing & Stores Dept., 34 Themistooleous St., Athens.★ (Telephone: 202-WO 7-4816).

● **INDIA**—14 2-ton and 6 one-ton pneumatic hoists with 20 ft. lift. Tender No. CSP/ENQ/14452, bid deadline Dec. 23. The Deputy Controller of Stores, Hindustan Shipyard Ltd., Visakhapatnam 5, Andhra.★ (Telephone: 202-WO 7-5589).

PAKISTAN—Earthmoving equipment: bulldozers, graders, scrapers, crawler tractors. The Commercial House (importing distributor), 54 The Mall, Lahore. WTD 11/9/64.

Tractors tracklaying, various sizes; requests replies from manufacturers with price quotations c & f Karachi; direct purchase and agency. Sheikh Gulzar Ali & Co. Ltd. (importer, manufacturers' representative), Rex Annexe, 27 Victoria Rd., Karachi-3. WTD 8/20/64.

Mixers, pavers, plants, related asphalt, bituminous, concrete, aggregates machinery and equipment and repair and replacement parts; road building machinery: asphalt mobile plant high capacity. The Commercial House, (importing distributor), 54 The Mall, Lahore. WTD 11/9/64.

Rigs, consolidated, surface rotary drill—oil field: Boring rigs, rotary, mounted on trucks. The Commercial House (importing distributor), 54 The Mall, Lahore. WTD 11/9/64.

Concrete mixers, 3½ cu. ft. and larger; requests replies from manufacturers with price quotations c&f Karachi; direct purchase and agency. Sheikh Gulzar Ali & Co. Ltd. (importer, manufacturers' agent), Rex Annexe, 27 Victoria Rd., Karachi-3. WTD 8/20/64.

Excavating machinery and parts; requests replies from manufacturers with price quotations c&f Karachi; direct purchase and agency. Sheikh Gulzar Ali & Co. Ltd. (importer, manufacturers' agent), Rex Annexe, 27 Victoria Rd., Karachi-3. WTD 8/20/64.

Percussion-cum-rotary type boring rigs for drilling bore holes 6″ to 24″, up to 1000 feet depth. Requests replies from manufacturers, quotations c&f, Karachi. Direct purchase and agency. Schinleys (importer, manufacturers' agent), 75 Noor Chambers, Robson Rd., Karachi. WTD 1/2/64.

Three-wheeled road rollers. Requests replies from manufacturers, quotations c&f Karachi. Direct purchase and agency. Schinleys (importer, manufacturers' agent), 75 Noor Chambers, Robson Rd., Karachi. WTD 1/24/64.

★★ YUGOSLAVIA—Trade Mission

Winches, large and small, for shipboard use. Brodomerkur (wholesaler), Ulica Prvoboraca 35, Split. TM 271.

Pneumatic tire road rollers, compactors. Slovenijaceste (contractor), Prazakova 1, Ljubljana. TM 260.

Snow melting machine for streets. Interkomerc (importer, sales agent), Terazije 27/III, Belgrade. TM 13.

Mining transportation equipment, complete line; mobile cranes for mining. Rude I Metali (mining industry association), Titova 1, Ljubljana. TM 134.

Timber handling equipment for handling and lifting cut timber and for loading on trucks. Poljoopremа (agricultural enterprise), Sarajevo. TM 151.

Staircase, self propelled, with hydraulic mechanism; towing tractors, 120 HP; cargo loading conveyors. Milan Djordjevic, General Director, Airport Beograd, Belgrade. TM 305.

354 Metalworking Machinery

● **AUSTRALIA**—Machine tools for research laboratories: high speed lathe 3" to 4½" center; universal iron working machine; glass sealing machine; coil winder; single lip cutter grinder; tool and cutter grinder. Tender No. C 9678, bid deadline Dec. 17. The Controller, Stores & Contracts, Postmaster-General's Dept., 7th Floor, 114 Russel St., Melbourne, C. 1., Victoria.

BRAZIL—New or used machinery for lowest possible cost production of seamed stainless steel pipes for chemical industries. Norzar S.A. Importação e Exportaçã, Praça Manuel da Nóbrega 21, 9° andar, São Paulo. WTD 8/11/64.

ISRAEL—High-frequency electric hand tools, operating at frequencies up to 300 cps; complete line of high-quality attachments for electric hand drills, including buffers, saws; requests catalogs, price lists from manufacturers only. Direct purchase and exclusive agency. Opit (Teich) Ltd. (importer, wholesaler, retailer), 12 Petach Tikvah Rd., Tel Aviv. WTD 11/13/64.

PAKISTAN—Battery charging sets, diesel/petrol engine driven, for 6 and 12 v. batteries; approx. $50,000. For use on own projects and to supply government and semi-government organizations. Direct purchase and agency. Imperial Electric Co. Ltd. (importing distributor, construction engineer), 7 Shah Din Bldg., The Mall, Lahore. WTD 11/13/64.

SPAIN—1 hydraulic press, deep embossing, 150 tons; 6 automatic presses, with feeder and eccentric dividing plate of 15 tons each; 3 automatic revolving lathes; 1 surface grinder; 1 shears, 200 x 5 mm; requests replies in Spanish. Applicaciones Electro-Industriales "Crady", S.L. (manufacturer), Edificio San Esteban, Gijon, Oviedo. WTD 10/7/63.

SWEDEN—All kinds of tools for metalworking purposes such as drills and plate shears; direct purchase and agency. Rydarne AB (importer, exporter, sales agent), Fack, Stockholm 50. WTD 11/10/64.

★★ YUGOSLAVIA—Trade Mission

Gear cutting machinery including tooth slotting machines, similar or equal to SH 75 Maag, SNJ 52 Lorenz, S/500 Lorenz; slotting machine for spur and bevel teeth similar or equal to GOH 4 VDF-Harbeck; tooth milling machines similar or equal to Pfanter P-400, P-630, P-900; tooth shaving machines similar or equal to ZSA 420 Hurt; tooth chambering machines similar or equal to ZK 10 Hurt; heat treatment presses for teeth similar or equal to HK 750B Blingelberg; tooth testing equipment or attachments similar or equal to PRI 500 Daldi-Matencci; tooth milling machines similar or equal to P-188 Pfanter. Ivo Lola Ribar (manufacturer), Zeleznik, Belgrade. TM 256.

Machinery and equipment for manufacture of extremely dense and hard snagging wheels, including hydraulic press, maximum pressure 4,000 T. for cold pressing; grinding wheel heater, high frequency dielectric heating equipment; machines for grinding and turning of extremely dense and hard snaggnig wheels; hardness comprator for grinding wheels. Tovarna Umetnih Brusov, SWATY (manufacturer), Maribor. TM 129.

Can manufacturing machinery, fully automatic, to produce following types: square cans, capacity 1 to 20 liters, 8,000 units per 24 hours; round cans, capacity 3 and 5 liters, diameter 113, 153 and 163 mm, 80 units per minute; shoe polish and floor wax cans, capacity 0.1 to 1.0 kg, 0.1 kg can height 25 mm, diameter 80 mm, 1.0 kg can height 85-86 mm, diameter 113 mm, capacity 15-20,000 cans per 8 hours; paper foil cans, diameter 48-99 mm, height 37-117 mm, capacity 10,000 cans per 16 hours, spray cans, aerosol type, diameter 15-40 mm, capacity 30-35,000 cans per 8 hours; sardine cans, key type, standard size content 100-250 grams, capacity 5,000 cans per 8 hours, machinery to manufacture covers and lids for cans; drying tunnels to dry paint on cans, capacity 5-6,000 cans per hour. Ingra (manufacturer), Proletershik brigada 62, Zagreb. TM 248.

Drilling and riveting equipment; shipbuilding welding machines; magnetic hoists for steel plate handling. Brodogradiliste Split (shipyard), Split. TM 84.

Pipe manufacturing machinery for spun, cast iron pipes. Zeljezara Ilijas (manufacturer), Ilijas, Sarajevo. TM 237.

Hydraulic presses for all types of forgings, capacity 50 to 4000 tons, requests replies from manufacturers. Bratstvo (manufacturer), Novi Travnik. TM 231.

High vacuum sintering furnace, high frequency induction heated 200 kg per day; presintering furnace, hydrogen atmosphere or vacuum. Metal (manufacturer), 20 Savski Gaj XIII, Zagreb. TM 81.

Cold rolling mill; wire drawing equipment for aluminum wire, and turning furnace for mercury mine. Rude I Metali (mining industry association), Titova 1, Ljubljana. TM 132.

Small air tools, such as drills and ramsets; various power tools. Ingrad (exporter), Celje. TM 218.

Powered hobby tools for drilling, cutting, etc. for wood, plastic, metal, leather materials. Kras (manufacturer), Sarajevo. TM 177.

Automobile manufacturing equipment; complete line of requisite equipment for production facilities. Invest Import (importer, exporter, manufacturer), Terazije 5, Belgrade. TM 68.

355 Special Industry Machinery

GERMANY—Automobile tire accessories, all kinds, including rims, valves, valve extensions; price quotations cif Hamburg. Holert Autobereifung Herbert Holert (importer, wholesaler), 446 Eiffestrasse, 2 Hamburg 26. WTD 10/19/64.

MOROCCO—Turn-key installation for manufacturing 3,000 tons per year of glucose, 1,000 tons per year of starch, both products to be extracted from corn. Quotations Casablanca. Engineering et Equipment Industriels (importer, manufacturer), 80 Blvd. Lalla Yacoute, Casablanca. WTD 12/13/63.

● **PAKISTAN**—Letterpress composition roller casting equipment. Tender No. S-12/220/64-65, bid deadline Dec. 14. The Director of Supply, Government of East Pakistan, Eastern Estate Bldg., 48 Motijheel Commercial Area, Dacca—2.★ (Telephone: 202-WO 7-5589).

Motor driven, latest design heavy duty, automatic machine with swing of 26½, speed 29 from 24 to 490 hpm.; four automatic speeds per set up independent cross slides, automatic lubrication; self selecting feed motion, 15" hand electrically operated chuck with all standard equipment including motor, starter; machine should be similar in design; machine should be equipped with motor and starter incorporating overload single phasing preventor, suitable for a.c. 3 phase 4 wire 400 v. 50 cycles natural earthed supply and conforming to relevant c.s. specification except that permissible temperature rise shall be 5°C less than that specified; motor and starter shall have ample rating for tropical climate for operation in ambient temperature of 120° F.; set of bearing singer contact and thermal strips to be supplied as extras; Class 'A' insulation required. The Commercial House, (importing distributor), 54 The Mall, Lahore. WTD 11/9/64.

SPAIN—Two automatic compression presses for thermostable resins of 60 tons each; requests replies in Spanish. Aplicaciones Electrico-Industriales "Crady", S.L. (manufacturer), Edificio San Esteban, Gijon, Oviedo. WTD 10/7/63.

SWEDEN—Machinery and equipment for cellulose and paper industries, especially refiners and beating equipment. AB Lorentzen & Wettres Maskinaffar (manufacturer, importer, exporter, sales agent), Box 49006, Stockholm 49. WTD 2/11/64.

★★ YUGOSLAVIA—Trade Mission

Wood working machines, fully automatic, complete line for modernization of production facilities. Krivaja (manufacturer), Zavidovici. TM 162.

Equipment, new or used, for manufacturing entertainment type receiving tubes. Iskra (manufacturer, exporter, importer), Savska Loka 4, Kranj. TM 145.

Machinery for making fish flour. Brodomerkur (wholesaler), Ulica Prvoboraca 35, Split. TM 273.

Cigarette manufacturing equipment, complete line, latest models only; packaging equipment for cigarette production. Desires payment for this equipment through cigarettes manufactured in firm's facilities produced according to any given specifications. Zagreb (manufacturer), Klaiceva 13, Zagreb. TM 96.

Synthetic rubber plant (CIS butadiene), 20,000 LT/year. Invest Import (importer, exporter, manufacturer), Terazije 5, Belgrade. TM 70.

Machines for producing dry cells, E and D; dry cell batteries; list of equipment available on loan. Radioton (importer, exporter), Knez Mihajlova 7, Belgrade. TM 283.★

Machinery producing fiberglass and fiberglass products, such as pipe insulation. Bitumenka (manufacturer), Alispasin Most, Sarajevo. TM 235.

Machinery used in shoe production, complete line of equipment, parts. Koteks Tobus (importer, exporter), Miklosiceva 18, Ljubljana. TM 191.

Equipment for producing plastic tubular capacitors for telephone relay, crossbar systems. Tvornica Nikola Tesla (manufacturer), Krapinska 45, Zagreb. TM 214.

Bottling machinery, bagging machinery for pharmaceuticals, chemical products. Radonja (manufacturer), Sisak. TM 102.

Equipment for production and processing of chemicals. Will pay for equipment in form of fungicides, herbicides, other related products. Radonja (manufacturer), Sisak. TM 104.

Machines for vacuum packaging of portion controlled meat products (flexible). Sljeme (meat packer), Sesvete, Zagreb. TM 114.

Polyester application guns for use in fiberglass plant. Aero-Auto-Tehnicki Zavod (manufacturer), Remetince 1, Zagreb. TM 143.

Pumps, corrosion resistant, for chemical plants. Intertrade (manufacturer), Titova 1, Ljubljana. TM 136.

Packaging machinery for packaging meat, meat products, fish. Industrisko Poljoprivredni

Kombinat (agricultural cooperative), Vase Miskina 28, Sarajevo. TM 193.

Offset printing machine, rotary type, for 2-side one color printing; laminating machines to laminate albums. Grafoimpex (exporter, importer), Brescenskoga 4, Zagreb. TM 205.

Paper converting machines for producing asphalt duplex kraft paper, grease proof paper. Polet (manufacturer), Sarajevo. TM 171.

356 General Industrial Machinery

AUSTRALIA—Industrial marking and coding machines. Direct purchase and agency. Frazer Engineering Co. (manufacturers, engineers), Fortrel Ave., Bankstown, N.S.W. WTD 11/12/64.

Chemical pumps, diaphragm (proportioning) pumps, centrifugal pumps, rotary piston pumps, flow level and pressure control valves, rotary gate valves, meters and indicators for domestic and industrial water conditioning and waste treatment. Direct purchase and agency. Chlori-Meters & Controls Co. (manufacturers' representative), 458 Waverley Rd., East Malvern, Victoria. WTD 10/23/64.

ENGLAND—Industrial stapling machines, staples. Agency and direct purchase. Industrial Stapling & Packaging Ltd. (manufacturer, exporter, importer, sales agent), 7-9 Rathbone St., London, W.1. WTD 11/4/64.

GERMANY—Blowers, centrifugal, small; replies from manufacturers only; cif European ports. H. Spelleken Nachf. Kom-Ges (manufacturer, agent, exporter), 56 Wuppertal-Barmen, Box 1556. WTD 11/4/64.

PAKISTAN—Pumps, spray, power-driven, agricultural; pumps high capacity, 20 cusecs and above with meters, sewage pumps high capacity. The Commercial House (importing distributor), 54 The Mall, Lahore. WTD 11/9/64.

Water systems, domestic, shallow-well nonjet; water tube well machinery, value $1 million. The Commercial House (importing distributor), 54 The Mall, Lahore. WTD 11/9/64.

SWEDEN—Specialty material handling accessories; tape-controlled robot arms, press feeders of "iron-hand" type, stock feeding devices of all kinds, rotary press tables, "air cushion" fixture bases; direct purchase and agency. Jaca Services, P.O. Box 16026, Goteborg. WTD 10/29/64.

Bearings, seals, couplings pumps, filters, brakes, clutches, control components and systems, accessories, safety devices, overload and cutting force indicators; direct purchase and agency. Jaca Service, P.O. Box 16026, Goteborg. WTD 10/29/64.

★★ YUGOSLAVIA—Trade Mission

Fire extinguishing plants H_2O and CO_2 for protection of transformers; CO_2 for protection of generators, about $20,000. Hidrolektrana Trebisnica (hydroelectric plant), Trebinje. TM 278.

Pumps, 50 units single stage, 2 units multistage for irrigation project. Hidroelektrana Trebisnica (hydroelectric plant), Trebinje. TM 279.

Bearings for slow rotating machines of heavy loadings up to 3,000 tons. Rade Koncar (manufacturer), Falverovo Setaliste 22, Zagreb. TM 120.

357 Office, Computing, Accounting Machines

PHILIPPINES—Office and school supplies, all kinds; direct purchase and agency. E. Q. Cornejo & Sons (importer, wholesaler, retailer), c/o Mrs. Lourdes Cornejo Lee, Office Manager, 107 P. del Rosario St., Cebu City. WTD 9/4/63.

358 Service Industry Machines

ENGLAND—Vending machines for dispensing hot drinks, particularly tea, coffee, chocolate. Coffeequip Ltd. (exporter, importer, wholesaler, sales agent), 66 The Mall, Bristol 8, Gloucestershire. WTD 10/22/64.

FINLAND—Water sewage treatment equipment or related machinery or supplies. Insinööritoimisto Kaiko Oy (importer), Fabianinkatu 9, Helsinki. WTD 11/9/64.

● **IRAQ**—Supply and erection of complete equipment for cold storage room for mortuary at Port New Hospital. Tender No. 163/64, bid deadline Dec. 17. Iraqi Ports Administration, Basra, Iraq.★ (Telephone: 202-WO 7-5589).

JAPAN—Laundry equipment attached with dehydrator for commercial use. Nippon Cleaner Kabushiki Kaisha (laundry operator), 4 Kyomachibori 5-chome, Nishi Ku, Osaka. WTD 11/13/64.

PAKISTAN—Airconditioners, window type; requests replies from manufacturers with price quotations, c&f Karachi; direct purchase and agency. Schinleys (importer, manufacturers agent), 75 Noor Chambers, Robson Rd., Karachi. WTD 1/24/64.

Industrial machinery: filtration plants (water); importing value $400,000. The Commercial House (importing distributor), 54 The Mall, Lahore. WTD 11/9/64.

Air conditioners, packaged, room type, ¾ to 10-ton capacity; approx. $50,000. Direct purchase and agency. For use on own projects and to supply government and semi-government organizations. Imperial Electric Co. Ltd. (importing distributor, construction engineer), 7 Shah Din Bldg., The Mall, Lahore. WTD 11/13/64.

SPAIN—Portable air conditioning units. Jose Luis Bernardi (importer, wholesaler, retailer, agent), General Marina 9, Aptdo. 220, Melilla. WTD 2/13/64.

SWEDEN—Water purifying equipment, filters and ion exchangers; direct purchase and agency. Ingenjorsfirman Teko AB (importer, exporter, manufacturer, sales agent), P.O. Box 338, Farsta 3. WTD 10/29/64.

VENEZUELA—Commercial laundry, dry cleaning, pressing machinery, equipment, accessories. Requests replies from manufacturers only. Especially interested in latest developments. Agency and exclusive distribution for Venezuela. Electro Industrial Halven—O. L. Halvorssen C.A. (importer), Edificio Halven, Esquina Monroy, Ave. Universidad, Caracas. WTD 3/20/64.

★★ YUGOSLAVIA—Trade Mission

Air conditioning plant for powerhouse, about $6,500. Hidrolektrana Trebisnica (hydroelectric plant), Trebinje. TM 278.

ZAMBIA—Catering equipment, all kinds. Ernie's Ltd. (caterers), P.O. Box 635, Kitwe. WTD 11/12/64.

Airconditioning system for plant office. Hidroelektrane na Neretvi (hydroelectric plant), Mostar. TM 242.

Vending machines for dispensing milk, other beverages. Industrisko Poljoprivredni Kombinat (agricultural cooperative), Vase Miskina 28, Sarajevo. TM 192.

361 Electrical Transmission, Distribution Equipment

★★ YUGOSLAVIA—Trade Mission

Resistor measuring and control panel instruments for use in heavy electrical machinery plant. Rade Koncar (manufacturer), Falverovo Setaliste 22, Zagreb. TM 272.

Wire for wiring telephone switchboard exchanges; relay cores for telephone switchboards. Tvornica Nikola Tesla (manufacturer), Krapinska 45, Zagreb. TM 211.

Electronic laboratory test equipment, oscilloscopes, signal generators, time meters, precision voltmeter, semi-conductor, test equipment ballistic galvanometers. Tvornica Nikola Tesla (manufacturer), Krapinska 45, Zagreb. TM 213.

362 Electrical Industrial Apparatus

COLOMBIA—Industrial controls for general use; control transformers for a.c. and d.c. current. J. Alfredo Rodriguez (sales agent, contractor), Aptdo. Aereo 1699, Barranquilla. WTD 11/6/64.

ENGLAND—Small direct current electric motors: fan motor, ½ h.p. 24 v. d.c. 2850 r.p.m. continuous rating, shunt wound drop proof enclosed, shaft extension, solid base, approx. 6¾" diameter; traction and brush motor, ¾ h.p. 24 v. d.c. 1800 rpm, continuous rating, compound wound drop proof enclosed, shaft extension, solid base, approx. 6¾" diameter. Motor Rail Ltd. (manufacturer, exporter), Simplex Works, Bedford. WTD 11/4/64.

GERMANY—Electrodes for welding of cast iron and spherical cast iron (ductile cast iron); requests replies from U.S. manufacturers only with price quotations cif German or Dutch ports, in German. Amanit Vertriebs-Gesellschaft mbH (wholesaler), 24 Buender Strasse, 49 Herford i/Westfalen. WTD 11/6/64.

PAKISTAN—Diesel or dual-fuel generating sets, 4-stroke, solid injection, water cooled, 400/440-v., A.C., 3-phase, 50-cycle, skid mounted, for mobile or stationary installation, speed to 600 RPM, up to 2500 KW; approx. $100,000. Motors, electric, 3-phase, 400/440-v., 50-cycle, squirrel cage and slipring types, for industrial use, various RPM's; flame-proof motors, 3-phase, 400/440-v., 50-cycle, A.C.; approx. $10,000. Welding sets, single/double operation; automatic submerge arc welding plant; approx. $10,000. For use on own projects and to supply government and semi-government organizations. Direct purchase and agency. Imperial Electric Co. Ltd. (importing distributor, construction engineer), 7 Shah Din Bldg., The Mall, Lahore. WTD 11/13/64.

VENEZUELA—Electronic industrial control equipment. Agency and distribution for Venezuela. Electro Industrial Halven—O. L. Halvorssen C.A. (importer), Edificio Halven, Esquina Monroy, Ave. Universidad, Caracas. WTD 3/20/64.

★★ YUGOSLAVIA—Trade Mission

Electric discharge machines; small high precision grinding machines; high speed presses, 100-500 strokes per minute, 20-200 tons pressure; automatic feed systems for high speed presses. Tvornica Nikola Tesla (manufacturer), Krapinska 45, Zagreb. TM 215.

Test instrument for measuring cells' voltage. Radioton (importer, exporter), Knez Mihajlova 7, Belgrade. TM 282.

Synchronous generator, one unit, three phase, vertical shaft, power 60,000 KVA, voltage 14,4 plus 10% minus 5% KV, frequency 50 cycles, n-214/405 r.p.m.; two units, three phase, vertical shaft, power 120,000 KVA each, voltage 14,4 plus 10% minus 5% KVA, frequency 50 cycles n-300/558 r.p.m.; three phase oil transformers, three units, power 120,000 KVA each, cable terminals 220 KV; diesel electric power sets, 15 units, 280 KVA; electric motors, 57 units, 1 to 100 KW; and transmission cables, 220 KV, 8,000 feet, single core, diameter 8", weight 50 tons, with all accessories. Hidroelek-

trana Trebisnica (hydroelectric plant), Trebinje. TM 276.

Electric ground power units, 112 V. 400/850 Amps; 28 V, 750/2000 Amps.; 28 V, 600/1400 Amps; and 60 KVA, 400 cycles/second. Milan Djordjevic, General Director, Airport Beograd, Belgrade. TM 308.

363 Household Appliances

PAKISTAN—Refrigerators, domestic, various sizes; requests replies from manufacturers with price quotations c&f, Karachi; direct purchase and agency. Schinleys (importer, manufacturer's agent), 75 Noor Chambers, Robson Rd., Karachi. WTD 1/24/64.

364 Electric Lighting, Wiring Equipment

NETHERLANDS—Miscellaneous electrical parts and accessories for electricians' use. Direct purchase and agency. Industrie en Handelsonderneming ALPA N.V. (agency), Veursestraatweg 106, Leidschendam. WTD 11/13/64.

365 Radio, Television Receiving Sets

ITALY—Recording, amplifying, reproducing electronic equipment for industrial, commercial, military uses. Direct purchase and agency. R.E.E.R. S.n.c. di Brunetti F. & C. (importer, agent), Via Catania 22, Torino. WTD 11/17/64.

SPAIN—Home television sets, portable. Jose Luis Bernardi (importer, wholesaler, retailer, agent), General Marina 9, Aptdo. 220, Melilla. WTD 2/13/64.

366 Communication Equipment

COLOMBIA—Automatic control equipment, electric and signal annunciator, telephone, can offer engineering and special application or adaptation service. J. Alfredo Rodriguez (sales agent, contractor), Apartado Aereo 1699, Barranquilla. WTD 11/6/64.

● **IRAQ**—Supply of open wire telephone carrier equipment. Tender No. 64/4, bid deadline Dec. 29. Posts, Telegraphs & Telephones Administration, Baghdad.★ (Telephone: 202-WO 7-4823).

ITALY—Electronic and electric communication equipment, related parts. Direct purchase and agency. R.E.E.R. S.n.c. di Brunetti F. & C. (importer, agent), Via Catania 22, Torino. WTD 11/17/64.

SWEDEN—Communication equipment such as radar equipment. Direct purchase and agency. AB Nordiska Ingeniorsfirman Elektronik (importer, sales agent, wholesaler, retailer), Drottninggatan 24, Stockholm. WTD 2/10/64.

Electronic equipment such as measuring instruments, microwave apparatus, signal generators, radar material—all for military purposes. Berg & Graden AB (manufacturer, exporter, importer, sales agent), Bjorngardsgatan 15, Stockholmn So. WTD 2/4/64.

Parts, material for radios and television, such as components for radios and televisions, automobile antennas, condensers. Moon Radio AB (importer, wholesaler, sales agent), Riddargatan 23 A, Stockholm. WTD 7/23/64.

● **TURKEY**—Supply of 50 roll type teleprinters. Bid deadline Dec. 22. Procurement Dept., Directorate General of Post, Telephone & Telegraph Administration, Ankara.★ (Telephone: 202-WO 7-4823).

★★ YUGOSLAVIA—Trade Mission

Marine electronic equipment, such as radar and depth indicators. Brodogradiliste Split (shipyard), Split. TM 83.

Fire alarm systems, mining security alarm systems, safety devices. Intercommerce (sales agent, manufacturer's representative), Terazije No. 27/III, Belgrade. TM 7.

Airport radar systems; airport navigation systems; airport ground communications equipment. Iskra (manufacturer, exporter, importer), Miklosiceva 10, Ljubljana. TM 144.

Marine radar equipment; depth finders; gyro compasses. Brodomerkur (wholesaler), Ulica Prvoboraca 35, Split. TM 75.

367 Electronic Components, Accessories

ITALY—Capacitors, resistors, magnetic cores, semiconductors. Industria Macchine Elettroniche, IME, S.p.A. (manufacturer), 34 Via Liszt, Rome. WTD 10/16/64.

SWEDEN—Electronic apparatus for industry research and defense; direct purchase and agency. Amerikanska Teleprodukter AB (importer, sales agent), Nybohovsgränd 56, Stockholm. WTD 10/5/64.

Electronic equipment, especially connection terminal boards, connection accessories. Curt Winemar AB (manufacturer, wholesaler), Fack 20086, Stockolm. WTD 2/6/64.

Electronic components, accessories, equipment such as semiconductors, microwave tubes, microwave components. Direct purchase and agency. AB Nordiska Ingeniorsfirman Elektronik (importer, sales agent, wholesaler, retailer), Drottninggatan 24, Stockholm. WTD 2/10/64.

★★ YUGOSLAVIA—Trade Mission

Coaxial cable and waveguide fittings, connectors, components, point-to-point relay systems. Rudi Cajevac (manufacturer), Brace Pavlica 25, Banja Luka. TM 167.

369 Electrical Machinery, Equipment, Supplies

● **CEYLON**—Supply of 2 cardiac catheterization units complete with x-ray tube, high tension generator, control panel, fluoroscopy screen and image intensifiers. Bid deadline Jan. 26. The Chairman, Tender Board, Ministry of Health, P.O. Box No. 500, Colombo.★ (Telephone: 202-WO 7-2939).

SAUDI ARABIA—Battery chargers, automotive spark plugs, for all types of passenger cars. Requests quotations, catalogs, price lists. 'Abd Allah Muhammad Bafil al-'Amudi (importer, wholesaler, retailer), P.O. Box 408, Riyadh. WTD 8/12/64.

★★ YUGOSLAVIA—Trade Mission

Electrical insulation materials and supplies of all types. Rade Koncar (manufacturer), Falverovo Setaliste 22, Zagreb. TM 120.

371 Motor Vehicles, Motor Vehicles Equipment

NEPAL—Trucks, diesel, up to 25 in number, 5-ton capacity, 119″ wheel base; requests catalogs, quotations cif Calcutta. Nepal Industrial Development Corp., Juddha Rd., Kathmandu. WTD 11/12/63.

NETHERLANDS—Automobile parts, accessories. Direct purchase and agency. Tobo N.V. (importer, wholesaler, exporter), 33 Acadamiesingel, Breda. WTD 11/5/64.

★★ YUGOSLAVIA—Trade Mission

Aircraft fuel supply trucks for aviation gasoline, kerosene. Milan Djordjevic, General Director, Airport Beograd, Belgrade. TM 307.

372 Aircraft, Parts

★★ YUGOSLAVIA—Trade Mission

Motor and aircraft de-icing installations; aircraft heating power unit. Milan Djordjevic, General Director, Airport Beograd, Belgrade. TM 309.

PAKISTAN—Grinding machines, cranes overhead up to 10 tons, $5 million; freight and passenger cars and trailers for broad and meter gauge, $14 million; bridges (railroad), $3 million; railroad trucks, $8 million; railroad equipment and material for construction of new railway lines, $2 million; signals for railroad, $2 million; wheels, tires and axles, $400,000. The Commercial House, 54 The Mall, Lahore. WTD 11/9/64.

374 Railroad Equipment

GREECE—Supply of 2 postal cars and 4 baggage cars, standard gage. Tender No. B/729/64, bid deadline Dec. 29. Ministry of Commerce, State Purchases Directorate "B," 50 Socratous St., Athens. Tender specifications and drawings available for review in Transportation Equipment Division, BDSA-6340, Department of Commerce, Rm. 4314, Washington, D.C. 20230.

● **INDIA**—Supply of 4 diesel shunting locomotives, 5′ 6″ gauge, 650 h.p., 20 tons maximum load per axle. Tender No. B/F/9/64, bid deadline Dec. 22. Mr. P. Nath, Chief Purchase Officer, National Mineral Development Corp., Ltd., N.I.T., Faridabad, Near Delhi. Tender documents available from Assistant Accounts Officer at above address. Tender documents available for review only in Transportation Equipment Division, BDSA-6340, Department of Commerce, Rm. 4314, Washington, D.C. 20230. (Telephone: 202-WO 7-4816).

● **NEW ZEALAND**—Supply of 800 steel box cars in knocked down form for assembly in New Zealand; length over headstock 21 ft., two axles, 13 ft. wheelbase, 3′ 6″ gauge, allowable load 14 tons. Bid deadline Jan. 27. New Zealand Government Railways, Comptroller of Stores Office, Private Bag, Wellington, C.1 (reference S.64/682/13). Full set of 263 drawings may be obtained at above address for $140 plus cost of air freight or air mail. Copy of tender specifications and terms, without full set of drawings, available for review in Transportation Equipment Division, BDSA-6340, Department of Commerce, Rm. 4314, Washington, D.C. 20230.

Supply of 500 high side steel 3′ 6″ gauge, 2-axle, freight cars, tare weight 6¾ tons each. C.M.E. Specification No. 476/2, bid deadline January 13, 1965. New Zealand Government Railways, Comptroller of Stores Office, Private Bag, Wellington, C.1. Tender documents may be obtained from New Zealand Government Senior Trade Commissioner & Commercial Counsellor, 1145-19th St. NW., Washington, D.C. Specifications available for review only in Transportation Equipment Division, BDSA-6340, Department of Commerce, Rm. 4314, Washington, D.C. 20230.

★★ YUGOSLAVIA—Trade Mission

Railway wagons for transport of iron ore or coal, constructed according to German standards for wagons of type Om, Omm, and OOp, adapted for use on Yugoslav railways, with and without defreezing equipment; 100 units. Intertrade (importer, exporter, manufacturer's representative), Titova 1, Ljubljana. TM 124.★

381 Engineering, Laboratory, Scientific, Research Instruments

★★ YUGOSLAVIA—Trade Mission

Printed circuit drafting equipment. Rudi Cajevac (manufacturer), Brace Pavlica 25, Banja Luka. TM 166.

Oil exploration equipment; seismic units and interpretation systems, oil well testing equip-

ment. Naftagas (manufacturer, producer), Novi Sad. TM 58.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

AUSTRALIA—Gas chlorinators, hypochlorinators, dry chemical feeders, water filtration and softening equipment, chemical pumps, flow level and pressure valves for swimming pools and industry. Direct purchase and agency. Chlori-Meters & Controls Co. (manufacturers' representative), 458 Waverley Rd., East Malvern, Victoria. WTD 10/23/64.

★★ YUGOSLAVIA—Trade Mission

Measuring and pressure measuring instruments for steel mills, chemical plants. Rude I Metali (mining industry association), Titova 1, Ljubljana. TM 133.

Recording and transmitting instruments for industrial control, for use in asbestos cement factory. 15 September (manufacturer), Anhovo. TM 183.

Microwave measuring equipment; color and black-and-white television production test equipment. Rudi Cajevac (manufacturer), Brace Pavlica 25, Banja Luka. TM 168.

384 Surgical, Medical, Dental Instruments

● **CEYLON**—Supply of zinc oxide adhesive plaster B.P.C., 2″ x 5 yd. in spool packing, 2,500 dozen spools; elastic adhesive bandages 4″ x 3 yd. unstretched and 5 to 6 yd. stretched, 2,000 dozen spools; extension plaster B.P. 3″ x 3 yd., 600 dozen tins; absorbable gelatin sponge B.P. (No. 100), dimensions 80 mm. x 125 mm. x 10 mm., 3,000 tubes. Bid deadline Dec. 22. The Chairman, Tender Board, Ministry of Health, P.O. Box No. 500, Colombo.★ (Telephone: 202 WO-7-2939).

● **EL SALVADOR**—1,000 boxes wooden tongue depressors; 1,000 boxes wooden applicators. Tender No. 155-A(64). Bid deadline Dec. 16. Terms and specifications in Spanish. Proveeduria General de la Republica, Ave. Espana 613. San Salvador.★ (Telephone: 202-WO-7-4379).

KUWAIT—Dental instruments. Requests replies from dealers, suppliers. Abdulla Mohammad Al Khulaifi (retailer), P.O.B. 3454, Kuwait. WTD 3/11/64.

Surgical instruments; surgical supplies, especially dressings. Requests replies from manufacturers or suppliers. Abdulla Mohammad al Khulaifi (retailer), P.O.B. 3454, Kuwait. WTD 3/11/64.

SWEDEN—Dental equipment, apparatus; direct purchase and agency. Scandinavian Medical Products AB (importer, retailer, exporter, wholesaler, sales agent), Tulegatan 39, Stockholm VA. WTD 11/3/64.

386 Photographic Equipment

FRANCE—Movie, photographic equipment, supplies, including cameras, preferably amateur type. S.C.O.P.—Son, Optique, Photo (importer, wholesaler), 27 Rue du Faubourg St-Antoine, Paris 11e. WTD 7/24/64.

SWEDEN—Graphic art products, supplies; direct purchase and agency. Robert Matton Co. AB (importer, retailer, exporter, wholesaler, sales agent), Radmansgatan 1, Stockholm. WTD 10/29/64.

● **VIET NAM**—Motion picture film, 35-mm., negative, positive, and sound recording; also 16-mm. positive. Tender No. 1529-10114, bid deadline Dec. 16. Central Purchasing Authority, 140 Hong Thap Tu, Saigon.★ (Telephone: 202-WO 7-2778).

391 Jewelry, Silverware, Plated Ware

ITALY—Cutlery: stainless steel, other metal alloys. Mosa Soc. in N.C. di Rivabella & Gariglio (wholesaler), Via Cherubini 9, Torino. WTD 11/17/64.

394 Toys, Amusement, Sporting Goods

FRANCE—Toys, all kinds. Direct purchase and agency. Societe Commerciale Francaise d'Importation (importing agent), 1 bis Rue Dupont des Loges, Paris 7e. WTD 7/31/64.

NETHERLANDS—Plastic toys, purchasing prices from $0.50 to $2.50 (including import duty, freight, etc.). Exclusive agency representation for manufacturers only. Firma Wetex, (sales agent), 9-15 Rokin, Amsterdam. WTD 11/6/64.

SWEDEN—Toys, all kinds, for children; direct purchase and agency. Harald Swedberg AB (importer, sales agent), Dobelnsgatan 16 A, Stockholm. WTD 11/9/64.

396 Costume Jewelry, Novelties, Buttons, Notions

HONG KONG—Watch bands. Requests replies from manufacturers, suppliers. The Lakhang Co. (importer, exporter), Graham Mansion, C-2, 2nd floor, Hong Kong. Cable Address: LAKHANG Hong Kong. WTD 10/30/64.

399 Manufacturing Industries

FRANCE—Perfume atomizers. Direct purchase and agency. Jacques Franck S.A. (importer, dealer), 372 Rue St-Honore, Paris 1er. WTD 10/28/64.

★★ YUGOSLAVIA—Trade Mission

Toilet articles, all kinds. Antun Roko Lujak, Director, Minceta (tourist agency), Izmedju Vrata 3, Dubrovnik. TM 315.

505 Farm Products, Raw Materials

GERMANY—Raw muskrat, mink, other furs. Heinz Dinter (importer, wholesaler), 6 Frankfurt am Main, Niddastrasse 59. WTD 11/11/64.

★★ YUGOSLAVIA—Trade Mission

Raw hides for shoe production. Koteks Tobus (exporter, importer), Miklosiceva 18, Ljubljana. TM 189.

Cotton staple. Centrotextil (exporter, importer), Marsala Tita No. 10, Belgrade. TM 32.

731 Advertising Agencies

★★ YUGOSLAVIA—Trade Mission

Offers advertising services to all U.S. firms wishing to sell in Yugoslavia, market research services, assistance in marketing products; will assist in presenting exhibitions at Yugoslavia fairs for U.S. firms; will assist in building and decorating tourist accommodations for U.S. tourists. Interpublic Advertising Agency, Medulićeva 2, Zagreb. TM 306.

739 Business Services

★★ YUGOSLAVIA—Trade Mission

Production facilities available for converting Nylon 66 American filament to stretch yarn, annual capacity 2000 tons. Interexport (manufacturer, importer, exporter), Kolarceva No. 8-10, Belgrade. TM 41.

Production facilities available for manufacturing suits, dresses, shirts with U.S.-made yard goods on contract basis. Atanas Atanasievski, Makotex (manufacturer, importer, exporter), Skopje, Macedonia. TM 22.

Production facilities available for packaging of consumer goods for U.S. firms on contract basis for resale in third countries, goods to be shipped to firm in bulk form and shipped to other European countries upon packaging. Dinara (importer, exporter), Bircaninova 37, Belgrade. TM 87.

Production facilities available for manufacturing various types cables and telecommunication cables. Elka, Novka (manufacturer, importer, exporter, manufacturer's representative), Svetozarevo. TM 299.

Testing and providing specifications for all types of construction machinery. Gramex (association of construction firms), Bulevar Vojvode Misica 14, Belgrade. TM 246.

Quality control inspection services for manufacturers, exporters and importers. Jugoinspekt (research, testing firm), Belgrade. TM 253.

Secondary oil recovery engineering services. Naftagas (manufacturer), Novi Sad.

Wants to contract market research or consultant firm to develop, promote and standardize cooperative's textile products for sale throughout Yugoslavia. Modna Hisa, Ljubljana. TM 110.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

Burma seeks supply bids on paint, allied products

The Secretary (1), Peoples Stores Corp., Construction Stores Division, c/o Foreign Office, Prome Rd., Rangoon, is inviting bids for a variety of products including: Waterproof cement paint, 4,700 cwt.; distemper, washable, oil bound paint, 1,800 cwt.; paint remover 600 gals.; shellac flakes, 20,000 lb.; and two lots of paint pigments of various types, 6,500 tins and 4,000 cwt.

Bid deadline for all commodities is Dec. 20. The identifying tender No. is 27/CS/64-65/Trad. Bids should be mailed to the issuing agency.

Bidding documents are available on loan to firms located in the U.S. from the Chemicals and Allied Products Division, Rm. 4411, BDSA, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-3512.

Autotransformers needed for Australian substation

The Manager & Secretary, Electricity Commission of New South Wales, is requesting bids for the supply, delivery and erection of six 330 kv, 133 mva, single phase autotransformers for Canberra, A.C.T. substation.

Bid deadline for tender No. 1549 is Feb. 15, 1965.

Bids should be submitted to the Manager & Secretary, Electricity Commission of New South Wales, Kelvin House, 15 Castlereagh St., Sidney, N.S.W.

A copy of the specification is available for loan to U.S. firms from the Power & Electrical Equipment Division, Rm. 4124, BDSA-6430, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-4242.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

203 Canning, Preserving Foods

BELGIUM—Miscellaneous baby food preparations. Requests replies from manufacturers. P.H.H. Brants (agent), 32 Dutselhoek, Holsbeek. WTD 11/17/64.

GERMANY—Canned fruit, vegetable specialties, other fine food specialties. Erich Goetze (sales agent), Kroegerstrasse 22, Hamburg-Rahlstedt. WTD 11/16/64.

221 Broad Woven Fabrics, Cotton

AUSTRALIA—Shirting, all cotton, woven and printed design, suitable for men's sport shirts. Requests replies from manufacturers only. B. J. Hobson & Son (importer, sales agent), Bathurst House, 209a Castlereagh St., Sydney, N.S.W. WTD 7/15/60.

NEW ZEALAND—Furnishing fabric, principally printed cotton (popular price range goods would be principally in lines 50 to 90¢ yd. FOB); also interested in open weave cotton finishing fabrics; does not desire furniture covering fabric. Sir Jack Harris, Bing, Harris & Co. Ltd. (manufacturers representative), P.O. Box 1299, Wellington. WTD 11/13/64.

222 Broad Woven Fabrics, Manmade Fiber, Silk

AUSTRALIA—Shirting, synthetic and cotton mixture, woven and printed design, suitable for men's sports shirts. Requests replies from manufactures only. B. J. Hobson & Son (importer, sales agent), Bathurst House. 209a Castlereagh St., Sydney, N.S.W. WTD 7/15/60.

236 Girls', Children's, Infants' Outerwear

BELGIUM—Infant's outerwear. Requests replies from manufacturers. P.H.H. Brants (agent), 32 Dutselhoek, Holsbeek. WTD 11/17/64.

249 Wood Products

FRANCE—Ashtrays, for desk and home decoration, to be sold as gift articles. Ets. Henri Cabaud (retailer), 3 Bld. St-Martin, Paris 3e. WTD 10/28/64.

251 Household Furniture

FRANCE—Small ornamental furniture for home decoration, to be sold as gift articles. Ets. Henri Cabaud (retailer), 3 Bld. St-Martin, Paris 3e. WTD 10/28/64.

264 Converted Paper, Paperboard Products

BELGIUM—Paper diapers; paper handkerchiefs. Requests replies from manufacturers. P.H.H. Brants (agent), 32 Dutselhoek, Holsbeek. WTD 11/17/64.

★★ YUGOSLAVIA—Trade Mission

Wallpaper; interested in representing manufacturers only. Dinara (manufacturer's representative, sales agent), Bircaninova 37, Belgrade. TM 86.

280 Chemicals

★★ YUGOSLAVIA—Trade Mission

Water purification chemicals for industrial wastes. Intercommerce (sales agent, manufacturers' representative), Terazije No. 27/III, Belgrade. TM 9.

281 Industrial Chemicals

★★ YUGOSLAVIA—Trade Mission

Primary alcohols; textile dyes; sulphur; borax. Yugoslavia Commerce (exporter, importer, manufacturers' representative), Sarajevska 1-5, Belgrade. TM 51.

282 Synthetic Materials

★★ YUGOSLAVIA—Trade Mission

Semi-finished plastic products, for automobile and furniture upholstery and use in luggage and handbag production; plastic materials and polyster fibers for clothing and clothing manufacturing; plastic laminates for covering skis. Konim (manufacturers' representative), Maistrova 8, Ljubljana. TM 203.

Polyester resins; polyvinyl alcohol; celophane; plasticizers. Yugoslavia Commerce (exporter, importer, manufacturers' representative), Sarajevska 1-5, Belgrade. TM 50.

Metal-filled epoxies used for building low-cost molds, forms, dies. Tehnopromet (importer, exporter, sales agent, manufacturers' representative), Bulevar Revolucije no. 28, Belgrade. TM 23.

283 Drugs

★★ YUGOSLAVIA—Trade Mission

Bulk vitamins. Yugoslavia Commerce (exporter, importer, manufacturers' representative), Sarajevska 1-5, Belgrade. TM 54.

284 Soaps, Detergents, Cleaning Preparations, Perfumes, Cosmetics

BELGIUM—All kinds of baby products, such as soaps, oils, powders, shampoos; toilet preparations, all types, shaving creams, shaving soaps; lotions; perfumes. Requests replies from manufacturers. P.H.H. Brants (agent), 32 Dutselhoek, Holsbeek. WTD 11/17/64.

★★ YUGOSLAVIA—Trade Mission

Sanitary chemical products, floor waxes, floor cleansers, disinfectants, industrial deodorants, aerosol products, dishwashing compound, liquid hand soap. Tehnopromet (manufacturer's representative, sales agent, distributor), Bulevar Revolucije No. 28, Belgrade. TM 16.

287 Agricultural Chemicals

★★ YUGOSLAVIA—Trade Mission

Insecticides; herbicides; all kinds. Yugoslavia Commerce (exporter, importer, manufacturers' representative), Sarajevska 1-5, Belgrade. TM 53.

289 Chemical Products

★★ YUGOSLAVIA—Trade Mission

Newsprint inks. Yugoslavia Commerce (exporter, importer, manufacturers' representative), Sarajevska 1-5, Belgrade. TM 52.

306 Fabricated Rubber Products

BELGIUM—Workmen's rubber gloves, industrial rubber gloves, household rubber gloves, babies' rubber pants. Requests replies from manufacturers. P.H.H. Brants (agent), 32 Dutselhoek, Holsbeek. WTD 11/17/64.

307 Plastics Products

FRANCE—Plastic tableware and kitchenware, of modern design, to be sold as gift articles. Ets. Henri Cabaud (retailer), 3 Bld. St-Martin, Paris 3e. WTD 10/28/64.

PORTGUAL—Sueded vinyl fabrics and plastic materials for making wearing apparel, plastic goods for women's handbags, wallets, coin purses, suit cases, brief cases, etc., household tableware, artificial leather. Manuel F. Monteiro, Rua dos Correeiros 71-1°. & 2°., Lisbon 2. WTD 10/28/64.

317 Handbags, Personal Leather Goods

FRANCE—Jewelry cases, fancy patterns, to be sold as gift articles. Ets. Henri Cabaud (retailer), 3 Bld. St-Martin, Paris 3e. WTD 10/28/64.

319 Leather Goods

FRANCE—Leather desk articles, to be sold as gift items. Ets. Henri Cabaud (retailer), 3 Bld. St-Martin, Paris 3e. WTD 10/28/64.

322 Glass, Glassware

FRANCE—Ornamental glass tableware to be sold as gift articles. Ets. Henri Cabaud (retailer), 3 Bld. St-Martin, Paris 3e. WTD 10/28/64.

326 Pottery

FRANCE—Household tableware, china or earthenware, to be sold as gift articles. Ets. Henri Cabaud (retailer), 3 Bld. St-Martin, Paris 3e. WTD 10/28/64.

335 Rolling, Drawing, Extruding of Nonferrous Metals

AUSTRALIA—Mineral sheathed insulated cables, armoured underground cables, all sizes. Australian Cable (wholesaler), 49 Annerley Rd., South Brisbane, Queensland. WTD 8/27/63.

343 Heating Apparatus, Plumbing Fixtures

FRANCE—Heating equipment for utilization of coal, fuel oil, gas. Exclusive agency. Requests replies in French. Compagnie Charbonniere de Provence (wholesaler, retailer), 3 Ave. Francois Cuzin, Toulon, Var. WTD 11/17/64.

346 Metal Stampings

NEW ZEALAND—Stainless steel kitchenware, particularly saucepans with copper bottoms. Mr. Ron Jeffery, Managing Director, Ron Jeffery (Sales Promotion) Ltd., 118 Hobson St., Auckland. WTD 9/15/64.

350 Machinery

★★ YUGOSLAVIA—Trade Mission

Lawn mowers; snow throwers; portable powered brushcutters; rotary stalk shredders. Tehnopromet (manufacturer's representative, sales agent, distributor), Bulevar Revolucije No. 28, Belgrade. TM 19.

351 Engines, Turbines

BRAZIL—Coal-burning generators, 200-250 KVA, for small size thermo-electric plants; related equipment. Unex S.A. Comercio (im-

porter, wholesaler, agent), Caixa Postal 2795, Sao Paulo. WTD 11/17/64.

352 Farm Machinery

★★ YUGOSLAVIA—Trade Mission

Agricultural equipment, all kinds. Agroprogres (manufacturer's representative), Kidriceva 1, Ljubljana. TM 292.

Farm machinery, all kinds; poultry equipment; grain storage equipment. Dinara (importer, exporter, manufacturer's representative), Birčaninova 37, Belgrade. TM 48.

Farm conveyors; packagers; baggers; warehouse equipment; sprayers; dusters; automated poultry equipment, all kinds. Tehnopromet (manufacturer's representative, sales agent, distributor), Bulevar Revolucije No. 28, Belgrade. TM 18.

353 Construction, Mining, Materials Handling Machinery, Equipment

PORTUGAL—Dump trucks, compaction and vibrating rollers; mining machinery such as selectors, crushing machines; other road-building and mining machines, equipment. Interested in commission agency. Requests replies from manufacturers. Sociedade Michaelis de Vasconcellos, Lda. (importer, wholesaler, sales agent), Ave. Marques de Tomar, 94-7°. Esq., Lisbon 1. WTD 11/6/64.

★★ YUGOSLAVIA—Trade Mission

Construction equipment such as tractors, dozers, scrapers, front-end loaders, offroad trucks, concrete buckets and mixers, earth moving equipment, mobile and stationary asphalt plants. Dinara (importer), Birčaninova 37, Belgrade. TM 245.

Asphalt patching plants; asphalt paving equipment. Intercommerce (exporter, importer, manufacturer's representative), Terazije No. 27/III, Belgrade. TM 31.

Conveyors, "Armorbelt" type; mobile dredges, portable type; concrete paving equipment, all kinds. Balkanija (manufacturer's representative, distributor), 7 Juli No. 10, Belgrade. TM 14.

Heavy construction equipment such as bulldozers. Intercommerce (sales agent, manufacturer's representative), Terazije No. 27/III, Belgrade. TM 8.

354 Metalworking Machinery

PORTUGAL—Welding equipment, mechanical lathes, radial and vertical drilling machinery, other types of machine tools. Interested in commission agency. Requests replies from manufacturers. Sociedade Michaelis de Vasconcellos, Lda. (importer, wholesaler, sales agent), Ave. Marques de Tomar, 94-7°. Esq., Lisbon 1. WTD 11/6/64.

★★ YUGOSLAVIA—Trade Mission

Foundry equipment, all kinds. Intercommerce (sales agent, manufacturer's representative), Terazije No. 27/III, Belgrade. TM 10.

355 Special Industry Machinery

ISRAEL—Bookbinding machinery, cardboard box-making machines. Invites prompt offers from manufacturers. Requests catalogs, price lists, delivery terms. Exclusive agency. Mr. M. Rosenberg, British Technical Agencies Ltd., 2 Hatamar St., P.O. Box 21092, Tel Aviv. WTD 7/15/63.

★★ YUGOSLAVIA—Trade Mission

Chemical pumps, heavy duty, positive displacement diaphragm type, used for chlorination of water supplies, sewage and industrial waste treatment, anticorrosion treatment, iron removal, similar applications. Air separation plants for manufacture of gaseous or liquid oxygen, nitrogen, air, hydrogen or helium; storage and transfer equipment; cryogenic equipment. Tehnopromet (manufacturer's representative, sales agent, distributor), Bulevar Revolucije No. 28, Belgrade. TM 17.

Textile machinery for dyeing and processing into finished cloth cotton, synthetic fibers, mixed wool and synthetics, mixed cotton and synthetics, other mixed yarns. Konim (manufacturer's representative), Maistrova 8, Ljubljana. TM 204.

356 General Industrial Machinery

★★ YUGOSLAVIA—Trade Mission

Waste water purification equipment for industrial wastes. Intercommerce (sales agent, manufacturer's representative), Terazije No. 27/III, Belgrade. TM 11.

Water filter plants; electronic filters. Merkur (manufacturer's representative), Marticeva 14, Zagreb. TM 61.

357 Office, Computing, Accounting Machines

FRANCE—Scotch tape dispensers, golden metal or leather covered, for desks; to be sold as gift articles. Ets. Henri Cabaud (retailer), 3 Bld. St-Martin, Paris 3e. WTD 10/28/64.

GERMANY—All kinds of special office machinery, like small electronic calculating machines, electrostatic photocopying machines, blue printing and offset printing machines, equipment. Bregazzi & Nega (wholesaler, sales agent), Hallerstrasse 81, Hamburg 13. WTD 11/13/64.

361 Electric Transmission, Distribution Equipment

★★ YUGOSLAVIA—Trade Mission

Transformers, 100 KVA and larger; DC power supplies; voltage regulators; constant current regulators. Balkanija (manufacturer's representative, sales agent), 7 Juli No. 10, Belgrade. TM 26.

363 Household Appliances

FRANCE—Cooking equipment for utilization of coal, fuel oil, gas. Exclusive agency. Requests replies in French. Compagnie Charbonniere de Provence (wholesaler, retailer), 3 Ave. Francois Cuzin, Toulon, Var. WTD 11/17/64.

364 Electric Lighting, Wiring Equipment

FRANCE—Small lamps for home decoration, to be sold as gift articles. Ets. Henri Caraud (retailer), 3 Bld. St-Martin, Paris 3e. WTD 10/28/64.

366 Communication Equipment

IRAQ—Teleprinter equipment, urgently request early replies. Wadi Engineering & Trading Co., W.L.L. (importer, wholesaler, contractor), 24 Munir Abbas Bldg., South Gate, Baghdad. WTD 4/16/64.

★★ YUGOSLAVIA—Trade Mission

Airport and marine radar sets, all kinds. Balkanija (importer, manufacturer's representative), 7 Juli No. 10, Belgrade. TM 37.

Marine radar sets; sonar; recording depth sounders; single sideband radio telephones. Merkur (manufacturer's representative, sales agent), Marticeva 14, Zagreb. TM 89.

367 Electronic Components

★★ YUGOSLAVIA—Trade Mission

Electronic receiving tubes; semi-conductors; thermometers; precision potentiometers; diodes; transmitting tubes; cathode ray tube guns; capacitors and resistors for electronic assembly. Balkanija (importer, manufacturer's representative), 7 Juli No. 10, Belgrade. TM 36.

Transistors for radio, TV; medical instruments. Dinara (manufacturer's representative, sales agent, distributor), Birčaninova 37, Belgrade. TM 27.

High voltage power supplies; line equalizers; high frequency transmitting tubes; high frequency and high power transistors; diodes; tunnel diode amplifiers. Merkur (manufacturer's representative, sales agent), Marticeva 14, Zagreb. TM 88.

Radio and television spare parts and supplies. Intercommerce (exporter, importer, manufacturer's representative), Terazije No. 27/III, Belgrade. TM 26.

381 Engineering, Laboratory, Scientific, Research Instruments

★★ YUGOSLAVIA—Trade Mission

Electronic stunners. Dinara (manufacturer's representative, sales agent, distributor), Bircaninova 37, Belgrade. TM 28.

Test instruments for television research and production. Merkur (manufacturer's representative, sales agent), Martićeva 14, Zagreb. TM 90.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

★★ YUGOSLAVIA—Trade Mission

Temperature control devices; precision control crystals; high speed precision blowers. Dinara (manufacturer's representative, sales agent, distributor), Birčaninova 37, Belgrade. TM 29.

Test instruments for production of radios, televisions, cathode ray guns, all kinds. Balkanija (importer, manufacturer's representative), 7 Juli No. 10, Belgrade, TM 35.

386 Photographic Equipment

★★ YUGOSLAVIA—Trade Mission

Color film. Yugoslavia Commerce (exporter, importer, manufacturer's representative), Sarajevska 1-5, Belgrade. TM 55.

391 Jewelry, Silverware, Plated Ware

FRANCE—Stainless steel or silver plated flatware, to be sold as gift articles. Ets. Henri Cabaud (retailer), 3 Bld. St-Martin, Paris 3e. WTD 10/28/64.

399 Manufacturing Industries

FRANCE—Perfume atomizers. Ets. Henri Cabaud (retailer), 3 Bld. St-Martin, Paris 3e. WTD 10/28/64.

SWEDEN—Dressed fur skins, all kinds. AB Tranas Skinnberederi (importer, wholesaler, exporter, manufacturer), Vasagatan 1, Tranas. WTD 10/30/64.

891 Engineering, Architectural Services

IRAQ—Wants to collaborate with U.S. firms interested in tendering on large construction projects in Iraq as well as on industrial projects. Firm can offer civil engineering services, knowledge of local conditions, costs. Abdul Redha Farhan (importer, contractor), Fakhri Jawad Bldg., Battaween, Baghdad. WTD 11/14/64.

Leads for Importers

Commodities are offered direct unless specified.

192 Ammunition

★★YUGOSLAVIA—Trade Mission

High explosives, detonators. Jugoimport, Knez Mihajlova 6/VI, Belgrade. WTD 7/28/61. TM 2.

195 Small Arms

★★YUGOSLAVIA—Trade Mission

Shot guns, rifles with carved stocks, engraved barrels; rifles with premounted telescopes. Zrak (manufacturer, exporter/importer), Sarajevo. TM 153.

196 Small Arms Ammunition

★★YUGOSLAVIA—Trade Mission

Hunting ammunition. Export-Import, Sarajevo. TM 157.

203 Canning, Preserving Foods

★★YUGOSLAVIA—Trade Mission

Wholesalers and established sales agents sought for Dalmatian sour cherries; fruit juice concentrates; cherry brandy; dried mushrooms; walnut kernels. Voceexport, Praska 2, Zagreb. WTD 3/23/56. TM 210.

208 Beverage Industries

★★YUGOSLAVIA—Trade Mission

Manufacturer of wines and brandies, various types, original Yugoslav products, annual capacity 1 million bottles, desires contact with large distributors and wholesalers only. Slovenija Vino, Titova 1, Ljubljana. TM 128.

Manufacturer of wines and spirits seeks agents or wholesalers covering entire U.S. or separate agents or wholesalers for East Coast, Midwest, West Coast, Southern U.S. Istra Vino, Export, Rade Koncara 40/III, Rijeka. TM 287.

221 Broad Woven Fabric Mills, Cotton

★★YUGOSLAVIA—Trade Mission

Cotton cloth. Djuro Salaj (manufacturer), Mostar. TM 161.

227 Floor Covering Mills

★★YUGOSLAVIA—Trade Mission

Carpets, wool, handmade, hooked, to deliver 30,000 sq. meters annually. Zanat Export, Budimska No. 23, Belgrade. TM 45.

228 Yarn, Thread Mills, Products

★★YUGOSLAVIA—Trade Mission

Staple fibers; yarns; coarse wool for carpets. Centrotextil, Marsala Tita no. 10, Belgrade. WTD 5/17/61. TM 33.

Combed cotton yarn. Djuro Salaj (manufacturer), Mostar. TM 161.

230 Apparel

★★YUGOSLAVIA—Trade Mission

Suits for men and women of wool and other materials. Veletrgovina (importer, exporter), Brankova 2, Sarajevo. TM 293.

Manufacturer's cooperative market research organization will manufacture according to any specifications and designs suits and knitwear (sweaters, etc.) made of synthetic fibers or wool; also can supply annually 50-100,000 sq. meters woolen cloth (100% wool) for men's suits, ladies' dresses. Modna Hisa, Ljubljana. TM 109.

Manufacturer interested in appointing U.S. agent for coats, trousers, slacks, shirts, children's coats. Kamensko, Reljkoviceva 8, Zagreb. TM 57.

Manufacturer of underwear and socks (cotton, synthetic, wool) for men, women, children; interested in direct purchase only; will accept arrangements for payment finished products in form of various yarns. Interplet, Brcko. TM 310.

Ski clothing; climbing and hiking clothes; general sportswear. Bosna Sport (exporter, importer), Gunduliceva 3, Sarajevo. TM 230.

238 Apparel, Accessories

★★YUGOSLAVIA—Trade Mission

Leather coats and jackets. Koteks Tobus (exporter, importer), Miklosiceva 18, Ljubljana. TM 186.

Leather coats, jackets, all sizes. Astra, Gajeva 5, Zagreb. TM 269.

239 Fabricated Textile Products

★★YUGOSLAVIA—Trade Mission

Cotton percale bed sheets, all lengths and widths. Interexport, Kolarceva no. 8-10, Belgrade. WTD 2/26/64. TM 39.

Bed and table linens; kitchen and bath towels. Kras (manufacturer), Sarajevo. TM 174.

242 Sawmills, Planing Mills

★★YUGOSLAVIA—Trade Mission

Prefinished parquet and oak flooring, any designs and sizes. Spacva (manufacturer, exporter, importer), Vinkovci. TM 98.

243 Millwork, Veneer, Plywood, Prefabricated Structural Wood Products

★★YUGOSLAVIA—Trade Mission

Prefabricated housing and assembly parts. Krivaja (manufacturer), Zavidovici. TM 284.

Plywood, all types and quantities; hardboard (pressed wood) for building interiors. Poslovno Udruzenje za Sumarstva i Industrije za preradu drveta (manufacturer), Marsala Tita 15, Sarajevo. TM 239.

★★YUGOSLAVIA—Trade Mission

Furniture manufacturer wishes to sell direct or through agent wide range of complete suites; room furniture; occasional furniture such as chairs, tables, armchairs, in many types of design, workmanship, wood species. Exportdrvo, Marulicev trg 18, Zagreb. TM Nos. 63, 313.

Manufacturer of household furniture, complete sets or single items, willing to enter long-term fixed priced contract with large U.S. distributor or wholesaler; will manufacture to desired specifications; able to supply large quantities. Standard, Sarajevo. TM 265.

Manufacturer of furniture, colonial or other styles, desires direct sales or through agency. Krivaja, Zavidovici. TM 164.

Wooden cabinets for high fidelity and television sets, all finishes. Slovenijales (manufacturer), Beethovenova 11, Ljubljana. TM 251.

Household furniture, all metal. Maris (exporter, importer), Maribor. TM 288.

Household furniture made according to any desired specifications. Poslovno Udruzenje za Sumarstva i Industrije za preradu drveta (manufacturer), Marsala Tita 15, Sarajevo. TM 240.

252 Office Furniture

★★YUGOSLAVIA—Trade Mission

Manufacturer of office furniture, complete sets or single items, willing to enter long-term fixed priced contract with large U.S. distributor or wholesaler; will manufacture to desired specifications; able to supply large quantities. Standard, Sarajevo. TM 266.

Office furniture, all metal. Maris (exporter, importer), Maribor. TM 289.

253 Public Building Furniture

★★YUGOSLAVIA—Trade Mission

Furniture, all kinds, for schools and laboratories. Jugolaboratoria, Krsnjavoga 13. TM 94.

Manufacturer of furniture for schools, complete sets or single items, willing to enter long-term, fixed price contract with large U.S. distributor or wholesaler; will manufacture to desired specifications; able to supply large quantities. Standard, Sarajevo. TM 267.

265 Paperboard Containers, Boxes

★★YUGOSLAVIA—Trade Mission

Boxes for jewelry, photograph albums. Grafoimpeks (exporter-importer), Brescenskoga 4, Zagreb. TM 311.

281 Industrial Chemicals

★★YUGOSLAVIA—Trade Mission

Carboxymethylcelluloses. Jugoimport, Knez Mihajlova 6/VI, Belgrade. WTD 8/2/61. TM 1.

Industrial chemicals: caustic; naphthalene; essential oils. Export-Import, Sarajevo. TM 155.

Embalming fluids; mercuric acetate; phenyl acetate; aminotriazines; cyano dimethyl dithio carbonates. Radonja (manufacturer), Sisak. TM 103.

283 Drugs

★★YUGOSLAVIA—Trade Mission

Manufacturer of wide range or pharmaceuticals interested in expanding existing export arrangements and obtaining new markets for following pharmaceutical products: 3-acetyl-10-dimethylaminopropylphenothiazine maleate; acetylpromazine; acepromazine (Plivaphen); diethylaminoethylic ester of phenylcyclohexlglycolic acid bromonethylate; oxyphenonium bromide (Helkamon); 1,4-dihydrazinophthalazine sulfate; dihydralazine (component of Reserphan and Trirezid); ferroglycine sulfate complex (Orferon); N'-acetyl'N' (3,4-dimethylisoxazolyl-5)-sulfanilamide; acetylsulfisoxazole USP XVI, BPC 59 (Sulfasol syrup); 2-phenyl-2-ethylglutarimide; glutethimide (Alfimid); pyridoxine hydrochloride USP XVI, BPC 59; 5-sulfanilamido-3, 4-dimethylisoxazole BPC 59, USP XVI (Sulfasol): 3-sulfanilamido-2-phenylpyrazole; sulfaphenazole (Plisulfan). Pliva, Pharmaceutical & Chemical Plant, Lole Ribara 89, Zagreb. WTD 8/21/64. TM 93.

287 Agricultural Chemicals

★★YUGOSLAVIA—Trade Mission

Insecticides, all kinds. Export-Import, Sarajevo. TM 156.

314 Footwear

★★YUGOSLAVIA—Trade Mission

Shoes, leather, all kinds. Makotex, Skopje, Macedonia. WTD 10/5/59. TM 24.

Shoes, sandals of woven leather. Zanat Export, Budimska No. 23, Belgrade. TM 46.

Shoes for men, women, children; ski boots; made according to desired specifications. Koteks Tobus (exporter, importer), Miklosiceva 18, Ljubljana. TM 185.

Ski boots; hiking and track shoes. Bosna Sport (importer, exporter), Gunduliceva 3, Sarajevo. TM 229.

Shoes for men, women, children, all sizes, made according to desired specifications, large orders only; ski boots and heavy duty workers' shoes. Barter arrangements for industrial, farm and construction machinery or consumer goods acceptable. Brochures and catalogs available to interested U.S. firms. Astra (Nicola Petrovic), Gajeva 5, Zagreb. TM 106.

315 Leather Gloves

****YUGOSLAVIA—Trade Mission**

Leather gloves, all sizes; large or small orders. Prepared to negotiate barter arrangements for industrial, farm and construction equipment or consumer goods. Astra (Nicola Petrovic), Gajeva 5, Zagreb. TM 107.

316 Luggage

****YUGOSLAVIA—Trade Mission**

Leather luggage, large and small orders. Prepared to negotiate barter arrangements for industrial, farm and construction equipment or consumer goods. Astra (Nicola Petrovic), Gajeva 5, Zagreb. TM 108.

317 Handbags, Personal Leather Goods

****YUGOSLAVIA—Trade Mission**

Leather handbags, wide variety, made according to any specifications for large orders. Prepared to arrange barter for industrial, farm and construction equipment or consumer goods. Astra (Nicola Petrovic), Gajeva 5, Zagreb. TM 110.

Leather handbags, various types. Koteks Tobus (exporter, importer), Miklosiceva 18, Ljubljana. TM 187.

Billfolds, small leather fancy goods made of pigskin. Toko (exporter, importer), Domzale. TM 184.

326 Pottery

****YUGOSLAVIA—Trade Mission**

High quality enamel ware such as plates, cups, turkish coffee pots. Tovarna Emajlirane Posode (manufacturer), Celje. TM 222.

328 Cut Stone, Stone Products

****YUGOSLAVIA—Trade Mission**

Marble, slate, granite for buildings. Tehnoimpeks (importer, exporter), Ljubljana, Bethovenova 12. TM 245.

329 Abrasive, Asbestos, Nonmetallic Mineral Products

****YUGOSLAVIA—Trade Mission**

Manufacturer of asbestos cement water, sewer pipes, conduit for electrical cables, various handmade asbestos cement products such as vent pipes, pipe fittings and flower pots seeks exclusive or regional representation in U.S. 15 September (manufacturer), Anhovo. TM 180.

Asbestos roofing material; asbestos fiber class V. Metal Export (exporter, importer), Marsala Tita 24, Sarajevo. TM 173.

331 Steel Mill Products

****YUGOSLAVIA—Trade Mission**

Steel pipe, ⅜" to 4" diameter, 10,000/15,000 tons per year; steel cylinders for gases made of seamless tubing; tubular bends and fittings. Zeljezara Sisak, Bogoviceva la, Zagreb. WTD 7/14/60. TM 62.

Blast furnaces, electric reduction furnaces, L.D. convertors, arc furnaces, soaking pits, reheating continuous furnaces, annealing and pusher type furnaces; rolling mill equipment, coiling devices, ingot tumblers, sheet bending machines, turntables for galvanizing, discharge roller tables, pig iron casting machines, pouring platform structures. Zelezara Store (manufacturer), Store. TM 243.

335 Rolling, Drawing, Extruding of Nonferrous Metals

****YUGOSLAVIA—Trade Mission**

Zinc ingots, sheets; lead ingots, sheets; ferrochrome; ferro-silicum; aluminum sulphate. Rude i Metali (manufacturer), Titova 1, Ljubljana. TM 255.

339 Primary Metal Industries

****YUGOSLAVIA—Trade Mission**

Mirror iron; ferroalloys; barytes, bauxite. Metal Export (exporter, importer), Marsala Tita 24, Sarajevo. TM 172.

342 Cutlery, Hand Tools, General Hardware

****YUGOSLAVIA—Trade Mission**

Nuts; bolts; individual tools; forged hand tools including agricultural. Metalka, Dalmatinova 2, Ljubljana. WTD 4/9/64. TM 127.

Products made of extruded copper and aluminum alloy, finished, unfinished, fittings of all types. Mega (manufacturer), Savski Gaj XIII, Novi Zagreb, Zagreb. TM 216.

343 Heating Apparatus, Plumbing Fixtures

****YUGOSLAVIA—Trade Mission**

Industrial heating elements; immersion heaters; heating elements for household appliances. Rade Koncar, Ilica 1, Zagreb. WTD 6/8/60. TM 225.

Plumbing fittings; zinc coated water pipes. Rude i Metali (manufacturer), Titova 1, Ljubljana. TM 254.

344 Fabricated Structural Metal Products

****YUGOSLAVIA—Trade Mission**

Transmission line towers, towers for electrical railways, structures for switchgear installations; all steel and hot zinc coated. Energoinvest (manufacturer), Pozorisni Trg 1, Sarajevo. TM 262.

349 Fabricated Metal Products

****YUGOSLAVIA—Trade Mission**

Fittings; globe valves for steam; gate valves for refineries; flanges for steam water, gas, earth-oil and derivatives; drilling heads, 2,000 and 3,000 lb.; cross and T-pieces for drilling heads; slipon neck blind flanges; flange joints with gaskets. Energoinvest (manufacturer), Pozorisni Trg 1, Sarajevo. TM 261.

351 Engines, Turbines

****YUGOSLAVIA—Trade Mission**

Turbines; diesel engines, Masino Impeks, Varsavska 3-5, Zagreb. WTD 6/11/64. TM 139.

353 Construction Machinery

****YUGOSLAVIA—Trade Mission**

Elevators, lifts, escalators. Masino-Impex (machinery exporter-importer), Varsavska 3-5, Zagreb. WTD 6/11/64. TM 137.

Rotary tower cranes for building construction; overhead and tower cranes for hydroelectric power plants. Metalna (manufacturer), Maribor. TM 226.

Grinding wheels for steel and construction industries. Tovarno Umetnih Brusov (manufacturer), Maribor. TM 252.

Overhead travelling cranes; portable cranes capacity up to 400 m.t.; jib, wall and rotary tower cranes; mobile cranes 4 and 8 m.t. capacity; fork lift trucks of 213 and 5 m.t. capacity, with materials handling attachments; rubber belt conveyors; chain and apron conveyors, monorails, elevators; electrically driven hoists, 3 sizes, 450 to 1100 kg traction; swing hammer crushers, 6 sizes, up to 115 mt/hour capacity; jaw impact crushers, 3 sizes, 3-60 cubic meters/hour capacity; impact crushers, 4 sizes, 2 to 50 m.t./hour capacity. Zelezara Store (manufacturer), Store. TM 241.

Manufacturer of rotary tower cranes seeks agent for U.S. market. Catalogs and description available to interested U.S. firms upon request. Gramex, Bulevar Vojvode Misica 14, Belgrade. TM 67.

354 Metalworking Machinery

****YUGOSLAVIA—Trade Mission**

Tool room and die milling machines; universal milling machines; special machines for transfer lines; lathes 5" to 10"; tool and cutter grinders; turret lathes. Prvomajska Tvornica Masina (manufacturer), Zitnjak, Zagreb. WTD 7/7/64. TM 72.

Hydraulic plate shears; sheet metal cutting machines; powered plate bending machines; slip roll forming machines. For descriptive catalog (limited supply available) write: BIC-8120, Rm. 6311, Department of Commerce, Washington, D.C. 20230. Jelsingrad (manufacturer), Banja Luka. TM 160.

Custom designed machine tools; parts, assemblies, castings for machine tool industry. Vaso Miskin-Crni (manufacturer), Sarajevo. TM 170.

Tungsten carbide cutting tools and tips. Metal (manufacturer), 20 Savski Gaj XIII, Zagreb. TM 80.

Milling, boring, drilling machines; long stroke planers; mobile drills, circular saws; eccentric, friction, hydraulic presses; pneumatic spring hammers; sheet metal press brakes; machines for straightening and bending metal sheets; pneumatic steam hammers. Ivo Lola Ribar (manufacturer), Zeleznik, Belgrade. TM 274.

Grinding and polishing machines, accessories. Elektrokovian (manufacturer), Trzaska Cesta 109, Maribor. TM 111.

355 Special Industry Machinery

****YUGOSLAVIA—Trade Mission**

Impregnators: machinery for undressed skin and hide industry; slaughter house equipment; equipment for chip-board manufacturing plants; textile machinery, equipment. Masino-Impex, Varsavska 3-5, Zagreb. WTD 6/11/64.

356 General Industrial Machinery

****YUGOSLAVIA—Trade Mission**

Water pumps: self priming, electric, direct connected, 50-600 G.P.M.; centrifugal pumps: electric, direct connected, 400-5,000 G.P.M., pressures up to 150 lb. per sq. inch. Elektrokovina, Trzaska Cesta 109, Maribor. TM 112.

Pumps, centrifugal single stage or multistage; deep well pumps; screw and propeller pumps for large quantities of liquids; special pumps for dense liquids; self-priming and vacuum pumps; auxiliary equipment for pump-

ing stations. Zelezara Store (manufacturer), Store. TM 242.

Ball, tapered and roller bearings for automotive and machine industries. Tito (exporter, importer), Vogosca. TM 244.

357 Office, Computing, Accounting Machines

★★YUGOSLAVIA—Trade Mission

Portable typewriters. Slavko Rodic (manufacturer), Bugojno. TM 159.

361 Electric Transmission, Distribution Equipment

★★YUGOSLAVIA—Trade Mission

Dry cells, all sizes; porcelain insulators, low voltage; household wiring and switch equipment; industrial electrical equipment. Elektrotehna (exporter, importer), Ilica 10, Zagreb. TM 77.

Multimeters, electronic test instruments for service industry. Radioton (importer, exporter), Knez Mihajlova 7, Belgrade. TM 149.

362 Electrical Industrial Apparatus

★★YUGOSLAVIA—Trade Mission

Three-phase squirrel cage induction motors, ½ to 5, 5 HP. Elektrokovina (manufacturer), Trzaska Cesta 109, Maribor. TM 113.

Electrical equipment heavy duty, for service in metallurgical and chemical plants, such as switch gear and transformers; various auxiliary electrical plant equipment. Zelezara Store (manufacturer), Store. TM 244.

Manufacturer wants to sell, direct, small AC motors for phonographs and small appliances. Rudi Cajevac, Brace Pavlica 25, Banja Luka. WTD 10/6/59. TM 165.

Electric motors, fractional horsepower to 25 H.P. Rade Koncar, Ilica 1, Zagreb. WTD 6/8/60. TM 224.

Electrical equipment for mining and chemical industries. Masino-Impex, Varsavska 3-5, Zagreb. WTD 6/11/64. TM 141.

363 Household Appliances

★★YUGOSLAVIA—Trade Mission

Home washing machine, fully automatic. Elektrotehna (exporter, importer), Ilica 10, Zagreb. TM 78.

364 Electric Lighting, Wiring Equipment

★★YUGOSLAVIA—Trade Mission

Electrical switches all kinds; direct sale or agency. Maris (exporter), Maribor. TM 200.

365 Radio, Television Receiving Sets

★★YUGOSLAVIA—Trade Mission

Television sets, 23″, table model, wood cabinet; radios, AM and FM, and AM/FM/SW sets, table type, wooden cabinets; record players, 4-speed, nonautomatic, portable. Elextrotehna (exporter, importer), Ilica 10, Zagreb. TM 76.

Television chassis for 23″ set; complete 23″ television receiver in wooden cabinet; AM/FM tube type table radio in wooden cabinet; radio and television components such as resistors, capacitors, semiconductors, receiving tubes. Elektronska Industrija (Dorde Mitic), Nis. TM 87.

Record players, 4-speed; AM/FM radios; 23″ table model TV sets with wooden cabinets; automatic electrophonographs for juke boxes; spare parts such as amplifiers; television antennas; phonograph records, classical, Yugoslav folk music. Radioton (importer, exporter), Knez Mihajlova 7, Belgrade. TM Nos. 147, 281.

366 Communication Equipment

★★YUGOSLAVIA—Trade Mission

Telecommunication cables, 600 V building wire PVC, TW and rubber; armored control cables, TW and rubber; extension cords; magnetic wire; armored shipboard cables; PVC armored underground cables and transformer core wire. Elka, Novka, Svetozarevo. TM 300.

VHF transceivers, mobile. Radioton (importer, exporter), Knez Mihajlova 7, Belgrade. TM 148.

367 Electronic Components, Accessories

★★YUGOSLAVIA—Trade Mission

Electric gramaphone motors; micro motors; various electric motors. Masino-Impex, Varsavska 3-5, Zagreb. WTD 6/11/64. TM 140.

Small electric motors for phonographs, record players, blowers. Elektrotehna, Ilica 10, Zagreb. TM 79.

Electronic hardware, all metals and finishes; custom component hardware for electronic assemblies; cable connectors; coaxial fittings; welding and cutting sets for electrical assemblies; hex head nuts and bolts. Jugoimport (importer, exporter), Knez Mihajla 6/VI, Belgrade. TM 64.

Parts for potentiometers and variable capacitors; hollow rivets and eyelets. Igman (manufacturer), Konjic. TM 233.

373 Ship Building, Repairing

★★YUGOSLAVIA—Trade Mission

Boats: fiberglass, wood, with or without outboard motors. Astra, Gajeva 5, Zagreb. TM 270.

Fiberglass and wood sail boats; outboard motor boats, row boats; life boats, complete with motor, for use on oil tankers, built for operation in burning oil on water; unfinished fiberglass boat hulls. Brodomerkur, Ulica Prvoboraca 35, Split. TM 217.

374 Railroad Equipment

★★YUGOSLAVIA—Trade Mission

Small forgings for railway rolling stock such as draw hooks, split couplings, draw bars, spring gear parts, bearing housings, valves, flanges. For copies of descriptive brochure (limited supply available) write: BIC-8120, Rm. 6311, Department of Commerce, Washington, D.C. 20230. Bratstvo, Novi Travnik. WTD 3/18/64. TM 232.

Railroad rolling stock, special designs; parts, subassemblies. Vaso Miskin-Crni (manufacturer), Sarajevo. TM 171.

375 Motorcycles, Bicycles, Parts

★★YUGOSLAVIA—Trade Mission

Boys' and girls' bicycles, all styles and sizes; direct purchase or agency. Tito (exporter, importer), Vogosca. TM 243.

Bicycles, parts; wholesalers and agents only. Metalia Comerc (exporter, importer), K. Dumbovic 19, Zagreb. TM 208.

Bicycle wheel hubs (coaster brake assembly) for European and U.S.-made bicycles; steel springs, all kinds. Slavko Rodic (manufacturer), Bugojno. TM 158.

381 Engineering, Laboratory, Scientific, Research Instruments

★★YUGOSLAVIA—Trade Mission

Equipment for nuclear research such as special, quadropole and deflecting magnets; coils for spare chambers. Rade Koncar, Ilica 1, Zagreb. WTD 6/8/60. TM 223.

Equipment for schools and laboratories. Jugolaboratorija, Krsnjavoga 13. TM 95.

383 Optical Instruments, Lenses

★★YUGOSLAVIA—Trade Mission

Telescopic gunsights; microscopes; optical levels for measuring angles; lenses, prisms; other related optical instruments. Zrak (manufacturer, importer, exporter), Sarajevo. TM 152.

399 Manufacturing Industries

★★YUGOSLAVIA—Trade Mission

Sporting and athletic goods such as skis, adults' and children's; tents; stop watches; starting guns; javelins; metal and fiberglass vaulting poles. Bosna Sport (exporter, importer), Gunduliceva 3, Sarajevo. TM 228.

Importer-exporter can supply 100-tons of chicory immediately with 1965 potential of 6 to 10,000 tons; also broom corn, hops, brooms. Kooperativa, Slovacka No. 21, Novi Sad. TM 20.

Yard goods; men's suits, women's dresses, all kinds; shirts; underwear. Makotex (manufacturer, exporter/importer), Skopje, Macedonia. TM 21.

Group of 160 handicraft manufacturers interested in exporting handicrafts, leather fancy goods, baskets, carved wood products and novelties, clothes hangers, dolls. Catalogs, pictures available to interested U.S. firms. Zanat Export, Budimska No. 23, Belgrade. TM 44.

Aluminum, iron, brass, bronze castings; coil springs; tools, parts for textile machinery. Metalna Industrija (manufacturer), P. Miskine 61, Varazdin. TM 118.

New Trade Lists

The Bureau of International Commerce has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from BIC-8120, Department of Commerce, Washington, D. C., 20230, and from Department of Commerce Field Offices. The price is $1 a list for each country.

Most of these lists are prefaced by a brief review of basic trade and industry data collected in making the compilations. All are dated Oct. unless marked otherwise.

American Firms, Subsidiaries and Affiliates—Mexico, Aug.
American Firms, Subsidiaries and Affiliates—Guatemala.
Boat and Ship Builders, Repairers and Chandlers—Mexico.
Boat and Ship Builders, Repairers and Chandlers—Thailand, Sept.
Books, Magazines and Periodicals Importers and Dealers—Malaysia.
Business Firms—Gambia.
Chemical Importers and Dealers—Panama.
Electronic Equipment, Electron Tubes and Other Electronic Components and Accessories Importers, Dealers and Manufacturers—Denmark, Sept.
Feedstuffs Importers, Dealers and Manufacturers—Mexico.

Fertilizer Importers, Dealers Manufacturers and Exporters—Colombia.
Furniture Importers and Dealers—Nicaragua.
Hardware Importers and Dealers—El Salvador.
Household Appliances Importers and Dealers—Denmark.
Machine Tools, Dies, Other Metalworking Machinery and Industrial Furnaces Importers and Dealers—Morocco.
Machinery, Equipment and Supplies, Electrical, Importers and Distributors—Dominican Republic.
Machinery, Equipment and Supplies, Electrical, Importers and Distributors—Turkey.
Machinery and Equipment, Except Electrical, Importers and Distributors—Syria, Aug.
Machinery and Equipment, Farm, Importers, Dealers and Manufacturers—Uruguay.
Medicinal and Toilet Preparations Importers, Dealers and Manufacturers—Thailand, Sept.
Metallurgical and Metal Working Plants—Turkey.
Office Supplies and Equipment, Paper and Stationery Importers and Dealers—Netherlands Antilles.
Photographic Supplies Dealers and Photographers—Bolivia.
Photographic Supplies Dealers and Photographers—Republic of South Africa, Sept.
State Trading Organizations—Poland, Sept.
Textile Industry—Norway, Sept.

Uruguay requests bids on VHF and HF towers, antennas, equipment

The Government Power & Telephone Service Supplier has issued tender No. 5582/64 for the supply of VHF and HF towers, antennas and related equipment for a telecommunications system linking approximately thirty points.

Bids should be submitted by Jan. 8, to the Administracion General de las Usinas Electricas y los Telefonos del Estado, Seccion Licitaciones, Palacio de la Luz, Montevideo, Uruguay. Correspondence in Spanish is preferred.

A copy of the specification is available on a short term loan basis from the Electronics Division, BDSA-6420, Rm. 4117, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-4036.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

Construction Projects

AUSTRALIA—(1A£=US$2.24) The Union Oil Development Corp. has begun drawing up preliminary engineering plans for building a **pipeline link,** estimated cost $2¼ million, between Moonie and Alton oilfields in southern Queensland. The Alton field, where four successful oil strikes have been made in as many months, is in the Surat Basin about 50 miles away from Moonie.

Contracts for amounts totaling more than $6,500,000 were awarded for a **hydro-electric power station** to be constructed near Port Moresby. Announcement of this award was made by the Administrator of Papua-New Guinea Territory, Sir Donald Cleland. Hornibrook Construction Ltd., of Port Moresby, and John Holland Pty., Ltd., of Melbourne, are the contractors. Station will more than double potential supply of electricity to Port Moresby; due to be ready for operation by mid-1967.

Proposals are being considered to construct a **105-mile, 3′ 6″ gage railroad line** connecting open cut coal mine at Moura with Port of Gladstone. Project cost estimated at $29 million. U.S. engineering firms, specializing in railway work, may wish to contact Peabody Coal Co. in St. Louis, Mo.

CANADA—(Can$100 = US$92.50). Trans-Canada Pipe Lines Ltd. (Head office Calgary; Executive office, Toronto) has announced it will apply to Federal Power Commission in Washington and to National Energy Board in Ottawa for authority to construct **new natural gas pipeline** through the north central U.S.

The new 36″ diameter pipeline is to be constructed and operated by the Great Lakes Gas Transmission Co., a wholly owned subsidiary of Trans-Canada. Pipeline is to extend from present Trans-Canada system at Emerson, Manitoba, on international border, through northern Minnesota, Wisconsin and Michigan to a point in Canada on international border near Sarnia, Ontario, where it is to be connected with present system. Construction of spur line off proposed main line in north Michigan is to provide service to Sault Ste. Marie, Ontario. Total cost of initial construction is estimated at Can$200 million.

ECUADOR—(100 sucres = US$5.55). The ICAO Technical Assistance Mission to Ecuador requests **catalogs and price information on** following manufactured items: **Aeronautical equipment for airports,** especially **illumination materials; electronic equipments; equipment for construction and maintenance of airports.** Information will be used in programming **airport improvements** for the next five-year period over and above equipment now being purchased under a US$790,000 Eximbank credit. All equipment, it is planned, will be purchased from the U.S.

U.S. manufacturers interested in providing data sought by ICAO are requested to send their brochures, prices, specifications to: ICAO Technical Assistance Mission to Ecuador, Casilla Postal 2951, Quito, Ecuador.

ETHIOPIA—(Eth$2.50 = US$1). Agreement for US$504,000 **feasibility study of hydroelectric project** on Fincha River in Western Ethiopia was signed by representative of Harza Engineering Co. (USA) and Ministry of Public Works. Study is expected to be completed in 11 months.

Hydroelectric project, as presently envisaged, would produce 80,000 kws of electricity by 1971 for light industry in area and supply power for about 50,000 people in 12 villages who at present have no electricity. In addition, it would permit a 24 hour per day supply of power to towns of Ambo and Lekempt. Dam would create a large lake which might be suitable for a game reserve in which water-fowl, fish and other animals could live.

INDIA—(100 rupees = US$21). Contracts have been awarded by Hindustan Aircraft Ltd. to two U.S. firms for special and alloy steels. Winning U.S. firms: Luria Steel & Trading Corp. (288 l.t.) and Barclay Bowman Corp. (46.737 m.t.). Both New York firms dealt through their Indian agents. Tender was published in INTERNATIONAL COMMERCE, May 25, 1964, p. 26.

MALAYSIA—(M$100 = US$32.68). Prospects for further industrialization of Malaysia brightened with announcement recently that plans for construction of Malaysia's first **steel mill** have been completed. To be built on 40-acre site near rail terminal at Prai, Penang State, at a cost of M$50 million, mill will have initial annual 110,000 tons capacity of finished steel; after ten years capacity to expand annually to 800,000 tons, market conditions warranting. Construction expected to begin early 1965. Announcement was made by Dato T. H. Tan, President of Malayawata Steel Products, one of four firms engaged in venture. Other partners are: Yatawa Iron & Steel Co. of Japan; Malayan Industrial Development Finance, Ltd., and International Finance Corp., an affiliate of World Bank.

MALAWI—Parliament of Malawi has approved construction of **road from Fort Johnston to Karonga; movement of capital from Zomba to new site ten miles north of Lilongwe and establishment of University of Malawi.** Estimated costs: road, from 6 to 16 million pounds; moving the capital, from 3 to 6 million pounds and beginning stages of University, from 3 to 6 million pounds. Overall total cost would run from 20 to 22 million. Three projects to be incorporated within the 1965-1969 Development Plan; steps to be taken to implement them within next five years.

NETHERLANDS ANTILLES—(NAFls 10 = US$8). Lowest bidder for construction of **200-room Curacao Hilton Hotel** tender, (INTERNATIONAL COMMERCE, Aug. 24 and Sept. 28, 1964, p. 31 and p. 29) was combination of Curacao construction firm Van Der Kwast Construction Works and Canadian firm, McNamara. Latter completed extension of Curacao's airport.

Lowest bidder for technical installations including electricity, airconditioning and elevators was N.V. Technische Handelmaatschappij. Elga, Curacao dealer for Westinghouse and others, while lowest bidder for plumbing was firm of Long Aboud, Engineering Ltd. of Montreal. Total amount of Fls. 7,300,000 is Fls. 1,7 million lower than was estimated by Curacao Government.

PANAMA—(1 balboa = US$1). Instituto de Recursos Hidraulicos y Electrificacion (IRHE) has announced that **construction contract for La Yeguada Hydroelectric project** was provisionally awarded to Maquinaria e Ingenieria, S.A., a Panamanian corporation. A spokesman for IRHE stated that final awarding of contract is contingent upon submission of satisfactory report on firm's proposal by a consulting engineering firm. A 90-day period is allowed for this review. Firm's bid totals $1,923,532. Notice of this tender was published in INTERNATIONAL COMMERCE, June 29, 1964, p. 19.

PAKISTAN—(100 rupees = US$21). A **58-mile paved road from Dacca to Bramaputra River** will be built with assistance of $14-million loan authorized by the U.S. AID. Project will provide first adequate all weather road connection between provincial capital and western districts of Province. New two-lane road will permit the movement of traffic between Dacca to Khulna in about seven hours.

The U.S. loan will pay dollar exchange costs of design and construction of Dacca-Aricha Road, ferry landings and ferries for crossing Brahmaputra and Gages Rivers, two road links totaling ten miles on western side of Brahmaputra River and at least 15 new bridges.

SIERRA LEONE—Government has announced that Whatlings Ltd. of Glasgow, Scotland, has been awarded contract to bring **Lungi Airport** up to full international standards. Improvements will include lengthening landing strip from 6,500 to 10,500 ft.; strengthening landing surface to enable it to sustain fully loaded weight of any jet aircraft; fitting with night landing facilities and modern navigational aids which will make it operational for 24 hours a day. These improvements are expected to take 18 to 24 months to complete.

The airfield improvements are major part of government's attempt to make facilities at Lungi equal or better than other on African west coast. In June, a new £ 200,000 ($560,000) **terminal building** capable of handling 80,000 passengers a year and an 8½ mile £ 174,000 ($481,000) **highway** to connect Lungi with ferry service to Freetown were opened.

SOUTH AFRICA—(1 rand = US$1.40). President of Association of Chambers of Commerce in South Africa and Chairman of Durban Transportation Management Board proposed construction of **traffic toll tunnel** to connect city center and Point Docks with Bluff residential harbor development areas. Proposal suggests four possible routes and is under study by the Government and financial groups. **Write:** Mr. G. B. Law, Chairman, Durban Transportation Management Board, Durban.

THAILAND—International Harvester Co. reportedly has agreed to establish an **assembly plant** in Bangkok for International Harvester tractors and trucks. Vehicles will be imported in completely knocked down condition and assembled in plant, to be constructed shortly by Mechanical Engineering Co., Ltd.

TURKEY—(TL100 = US$11.11). Ministry of Power and Natural Resources is interested in receiving applications for a certificate of competency from U.S. firms for construction of **Gokcekaya Dam and hydroelectric project.** Project will consist of a concrete arch dam approx. 154 meters (505 ft.) from foundation, 300,000 KW capacity **hydroelectric power plant** and **diversion tunnel** 9½ meters in diameter. Dollar requirements of this project will be financed by AID.

U.S. firms are invited to make known their desire to bid and apply for the certificate of competency by submitting their qualifications, information on work performed on similar projects, experience of key officials, firm's capital, volume of annual business, bank references and capacity of the firm's present construction equipment. This data should be forwarded **not later than Dec. 25** to the General Directorate of State Hydraulic Works, Dams & Hydro-Electric Power Plants Division, Ruzgarli Sokak-Catal Han, Ulus, Ankara.

Copy of the General Directorate's brochure, "General Information for Application of Certificate of Competency", including general specifications available on 3 day loan from Trade Opportunities Staff, BDSA-6192, Department of Commerce, Washington, D.C. 20230.

UAR—(EL1 = US$2.87). **Port expansion and construction proposals** of General Organization for Port of Alexandria have been approved by Higher Council for Ports and Lights; plans will now go to the Ministry of Planning.

Proposals recommend construction of **two new quays** which will provide an additional 12 to 14 berths. One new quay will be in general cargo area of inner harbor, second new quay will be near present grain and lumber quays. Another project will be **purchase of new dredge to deepen harbor.** It is also proposed that 200 more lighters be acquired, and additional navigation aids be provided. Plans include construction of **new warehouses** and establishment of an open air, bonded **storage area.** Cost of this program, included under the Second Five-Year Plan beginning July 1, 1965 is estimated at EL 15 million. General Organization may also purchase **modern cargo handling equipment. Write:** General Organization for Ports & Lights, Alexandria.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated.

AUSTRALIA—Asher A. Lazer, representing Rezal Fire Protection Engineering Pty. Ltd., 99 Rookwood Rd., Yagoona, N.S.W., interested in **thermal fire alarms** and **fireproofing paints** (importing and establishing agencies). Mid-Dec. via San Francisco for two weeks. c/o Department of Commerce Field Offices in itinerary. Itinerary: San Francisco, New York.

Mrs. R. White, representing Whitex Pty. Ltd., 180 Elizabeth St., Sydney, N.S.W., **interested in direct purchase of knitted cotton material for use in children's and women's sportwear.** Here for five weeks. c/o 320 Minot Ave., Chula Vista, Calif. Itinerary: San Francisco, Los Angeles, New York.

Peter Desmond Kearney, Manager, Kearney, Sayers & Co. Pty. Ltd., 316 Pitt St., Sydney, interested in **obtaining** limited number of **additional agencies for high quality U.S. consumer durables** manufactured by companies of substance who wish to establish their product firmly in Australia. Early Jan. via Honolulu-San Francisco for six weeks. c/o Australian Consulate General, 636 Fifth Ave., New York. Itinerary: West Linn, Oregon; Chicago; Coshocton, Cincinnati, Ohio; New York.

BELGIUM—J. Van Cutsem, Managing Director, Lithochroma, S.A., 11 Rue de la Croix de Pierre, Brussels 6, (specializes in manufacture of labels for beer, soft drink bottles) interested in **visiting manufacturers of paper in rolls; large offset and helio printing firm using paper in rolls; important brewery using glass bottles with labels.** Desires to see most modern methods in manufacture and handling of paper rolls used in producing labels for bottled beverages with view to **acquiring up-to-date U.S. machinery.** Here to Dec. 17. c/o E. H. Kling, George Hantscho Co., Inc., 602 South 3rd Ave., Mount Vernon, N.Y. Itinerary: Mount Vernon, N.Y.; Philadelphia, possibly Washington, Chicago.

FRANCE—Francis P. Goetschel, President, Intermat, S.A., 16 Rue Martel, Paris 10e, interested in importation of **public works equipment** and distribution of same in France. Here to Dec. 16. c/o Davis Manufacturing Co., 1500 South MacLean Blvd., Wichita, Kansas. Itinerary: Wichita, New York.

JAPAN—Yoshio Katsura, Managing Director, Sumio Isogawa, Chief, Export Dept. and Yuji Yamamoto, Manager, Kobe Plant, Shin-Meiwa Industry Co., Ltd., 125 Agenaruo-cho, Nishinomiya, Hyogo Prefecture, interested in **visiting van-type automobile body manufacturers** and requesting technical information on above. Dec. 9 via New York for 10 days. c/o Statler Hilton Hotel, Seventh Ave. & 33rd St., New York. (Dec. 9-11); Conrad Hilton Hotel, 720 S. Michigan Ave., Chicago, Ill. (Dec. 13-15). Itinerary: New York, Detroit, Chicago, Los Angeles, Honolulu.

KOREA—Dong Choon Lee, President, Union Cellophane Industrial Co., Ltd., 15-3 Tangju-dong, Chongno-ku, Seoul, interested in **obtaining financial participation for construction of cellophane manufacturing plants.** Dec. 20 via New York for 14 days. c/o Korean Consulate General, 9 East 80th St., New York. Itinerary: To be established.

Choi Kyung-nam, Samho Trading Co., Ltd., Rm. 500 Hanil Bldg., 65-5, 2-ka, Choongmu-ro, Choong-ku, Seoul, **interested in purchasing serviceable Liberty or Victory ship** that will be scrapped after arrival in Inchon; **oxygen making equipment for open hearth furnace** in Inchon. Dec. 7 via San Francisco for indefinite period. c/o Korean Consulate General, 3500 Clay, San Francisco. Itinerary: To be established.

PAKISTAN—Mrs. Maisie Enid Krikliwy, representing The Monastery of the Angels, Ingles Rd., Karachi, interested in **restaurant and bakery business and collaboration for joint venture in Pakistan.** Here for one week. c/o Christian J. Mohn, 175 West 13th St., New York. Itinerary: New York, Syracuse.

VENEZUELA—Dr. Luis Ernesto Rivero Salas, representing self (lawyer, outgoing Governor of Venezuelan State of Carabobo) and company being formed to publish a newspaper, Adica, Edificio Sequros Venezuela, Primer Piso, Valencia, Estado Carabobo, interested in **visiting castor oil refineries and manufacturers of machinery for refineries; buying machinery for establishing industrial castor oil refinery in Venezuela; exporting refined products or the seeds to the U.S.** Here to Dec. 17. c/o Mr. J. W. Iliff, Tropex Graphic, Inc., 405 Lexington Ave., New York. Itinerary: Miami, New York.

New Books and Reports

***Passports and Profits: Pan Am's Guide to Doing Business in 105 Countries.* Prepared by Richard G. Lurie for Pan American World Airways. Doubleday & Co., Garden City, New York, 1964. 672pp. $5.95.**

The book was produced by Pan American Airways as a guide for the thousands of businessmen who sell, buy or invest abroad. It describes business customs and procedures in 105 countries.

Each country chapter includes a section on "How to talk to local businessmen." It analyzes their likes and dislikes, tells whether to use soft or hard sell, the amount of time needed for small talk, and subjects business travelers would do well to avoid.

In addition to chapters for each country, the book has eight introductory chapters detailing how the business traveler should plan his trip before he goes abroad and what to do after he gets there. Subjects discussed include: how to prepare for the language barrier, how much the trip will cost, how to pack for a business trip, what business gifts to take, the pros and cons of taking your wife, and how to adjust to different foreign business philosophies.

Reports on every country contain a "business travel guidepost" section, listing the best business travel months; holidays and festivals when businesses will be closed; when local businessmen tend to take vacations; how to dress for a business or a government call; and details on travel time, time differences, local currency, and travel documents.

A section of business tips for each city includes hotels preferred by U.S. business travelers with rates; business and banking hours; where local businessmen entertain; local meeting places of the Rotary and Lions Clubs; taxi fares, temporary secretarial help; cable rates; car rental agencies; telephone charges; and mail rates and delivery time to the U.S.

Also listed for each country are key market indicators including a review of the nation's economy, how the U.S. ranks as a supplier and customer, the amount of U.S. private investment, and the country's leading trade partners. Statistics are also given on radio and TV sets, cinemas, telephones, newspapers, and literacy rates.

The 672-page book will be distributed through Pan Am offices, through Pan Am authorized travel agents and at all bookstores through Doubleday & Co.

Interested in Singapore?

The Government of Singapore wishes to encourage foreign industrial investment in Singapore. To further this objective, the Singapore Economic Development Board has published two new booklets containing information for prospective investors.

The "Guide to the Establishment of Industry in Singapore, Malaysia," includes information on business registration, trade regulations, industrial sites and Government assistance to investors in Singapore industries.

The "EDB-Industrial Research Unit" discusses the research and technical services which the Singapore Economic Development Board will provide to Singapore industries. Copies of both these publications may be secured from the Bureau of International Commerce, Department of Commerce, Washington, D.C., 20230.

***Port of Baltimore Directory*. Published by the Maryland Port Authority. Baltimore, 1964. 105pp. 60 cents.**

The Directory is intended to aid shippers seeking information on the specific services available at the Port of Baltimore. It includes, among others, the names, addresses and chief officers of firms engaged in air freight, banking, bunkering, combination exporting, customhouse brokers, export packing and crating, foreign freight forwarders, marine insurance, steamship agents and operators, and warehouse operators.

Write: Maryland Port Authority, Pier 2, Pratt Street, Baltimore, Md. 21202.

***Strategic Planning for Export Marketing*. By Franklin R. Root. Published by Einar Harcks Forlag. Copenhagen, 1964. 146pp. $2.50 postpaid ($3.20 airmail).**

This volume is the sixth in a series published by the Copenhagen School of Economic's Research Institute for Foreign Trade. These essays on economic and legal problems in international trade are written for men who are actively engaged in the business.

Write: Einar Harcks Forlag, Fiolstraede 31, Copenhagen K., Denmark.

***Foreign Enterprise in India: Laws and Policies*. By Matthew J. Kust. Published by the University of North Carolina Press. Chapel Hill, November 1964. 498 pp. $10.**

This is a study of the legal environment for foreign investment in India, in the context of that country's political, economic, and social development.

In the first chapter, Mr. Kust gives some historical perspective and assesses the impact of Great Britain on India's juridical, administrative, political, and economic life. Mr. Kust then turns to present day India and describes in detail economic planning, foreign collaboration, basic legal structure, protection of property and business interests, licensing and regulation of industry, protection of new industries, foreign exchange control, business organization, capital issues control, taxation, industrial property rights, labor laws and policies, petroleum and mineral rules and policies, and arbitration.

The presentation is enhanced by inclusion of a number of case references and interpretative comment.

The study was carried out under a research fellowship granted by the American Society of International Law in its research program on foreign investment and economic development. Other countries under study are Colombia, Japan, Mexico, and Nigeria. **C.H.**

***Motivations and Methods in Development and Foreign Aid. Proceedings of the Sixth World Conference of the Society for International Development*. Edited by Theodore Geiger and Leo Solomon. Washington, 1964. 154pp. $3.**

The report covers present-day foreign aid relationships; development prospects during the next 25 years; political, religious and monetary aspects of development; educational development; foreign aid consortia; the role of private enterprise and voluntary agencies.

Included are major addresses by well-known figures in the development world such as Barbara Ward, Luis Munoz Marin, Victor L. Urquidi, and W. Arthur Lewis. Papers by economists and public administrators from the developing countries are also presented, analyzing the problems and difficulties experienced by foreign aid recipients.

Write: Society for International Development, 1346 Connecticut Ave., NW., Washington, D.C. 20036.

☆ U. S. GOVERNMENT PRINTING OFFICE: 1964—751957/21

Calendar *for international traders*

December

7—Alabama REEC annual meeting, Grand Hotel, **Point Clear, Ala.** Speaker: Dr. Carlos J. Lastra, Secretary of Commerce, Commonwealth of Puerto Rico. Sponsors: World Trade Committees, Mobile, Birmingham Area Chambers of Commerce.

7—Washington Section of Instruments Society of America, National Bureau of Standards, **Washington.** Speaker: C. Edward Chapman, Bureau of International Commerce.

7-9—Conferences with businessmen with Carney G. Laslie, Jr., Counselor for Commercial Affairs, American Embassy, Tokyo. Field Office, **New York.**

8—Automotive Exporters' Club of Chicago, Builders Building, **Chicago.**

8—In-office workshop on export expansion, Field Office, **Jacksonville, Fla.**

8—Export Expansion Conference, St. Clair Inn, **St. Clair, Mich.** Sponsors: Greater Port Huron-Marysville Chamber of Commerce; St. Clair River District Transportation Club; Field Office, Department of Commerce; REEC.

8—Export Trade Workshop, Federal Bldg., **Minneapolis.** Sponsors: Minnesota World Trade Assn.; Department of Commerce; REEC; Small Business Administration; Chamber of Commerce.

8—"Show You" In-office workshop on Export Expansion, Field Office, **St. Louis.** Sponsors: REEC; SME-I; World Trade Club.

8—In-Office Workshop for new exporters, Federal Bldg., **Kansas City, Mo.** Sponsers: Field Office, Department of Commerce; REEC.

9—In-Office Workshop, Field Office, **Chicago.**

10—International Trade Club of Chicago, LaSalle Hotel, **Chicago.**

10—In-Office "Profits in Exports" Conference, Field Office, **New York.** Sponsors: Underwear Institute; Field Office, Department of Commerce.

10—In-Office Export Expansion meeting, 10:30 A.M., Field Office, **Miami.** Sponsers: Field Office, Department of Commerce; REEC.

10—World Affairs Council of Philadelphia Businessmen's Discussion Group, luncheon meeting, John Wanamaker Store, **Philadelphia.**

10—Overseas Automotive Club, luncheon meeting, 12 noon, Shelburne Hotel, **New York.**

10-11—Conferences with businessmen from Pa., N.J., and Del. by appointment only with Carney G. Laslie, Jr., Counselor for Commercial Affairs, American Embassy, Tokyo. Field Office, **Philadelphia.**

11—Conference for Corporation Executives on "Japan Today." School of Advanced International Studies, **Washington.** Speaker: Eugene M. Braderman, Director, Bureau of International Commerce.

15—Monthly luncheon meeting, International Executives Association, in cooperation with the International Advertising Assn. Hotel Statler Hilton, **New York.** Speaker—Stanley J. Randall, Minister of Economics and Development for the Province of Ontario, Canada.

16—In-Office Export Conference, Field Office, **Minneapolis.** Sponsors: Field Office, Department of Commerce; REEC.

16—Export Expansion Conference (Trade Center Program), Hotel King Cotton, **Memphis, Tenn.** Sponsors: Mid-South Exporters' Roundtable; Field Office, Department of Commerce.

17—In-Office Export Expansion meeting, 10:30 A.M., Field Office, **Miami.** Sponsors: Field Office, Department of Commerce; REEC.

18—**Cincinnati** Field Office "In-Office Workshop" on Export Expansion.

22—In-Office Workshop for new exporters, Federal Bldg., **Kansas City, Mo.** Sponsors: Field Office, Department of Commerce; REEC.

January

11—Adrian Area Chamber of Commerce, Moose Hall, **Adrian, Mich.** Speaker: E. E. Schnellbacher, Bureau of International Commerce.

ORDER FORM

To: Superintendent of Documents,
Government Printing Office,
Washington, D.C. 20402

FOR USE OF SUPT. DOCS.	

Enclosed find $_____(check or money order). Please renew my subscription to INTERNATIONAL COMMERCE.

☐ 3-year subscription, $48 ☐ 2-year subscription, $32 ☐ 1-year subscription, $16

☐ Via domestic airmail, $22 additional per year

☐ Foreign mailing, $5 additional per year

Name _____

Address _____

City, State, ZIP Code _____

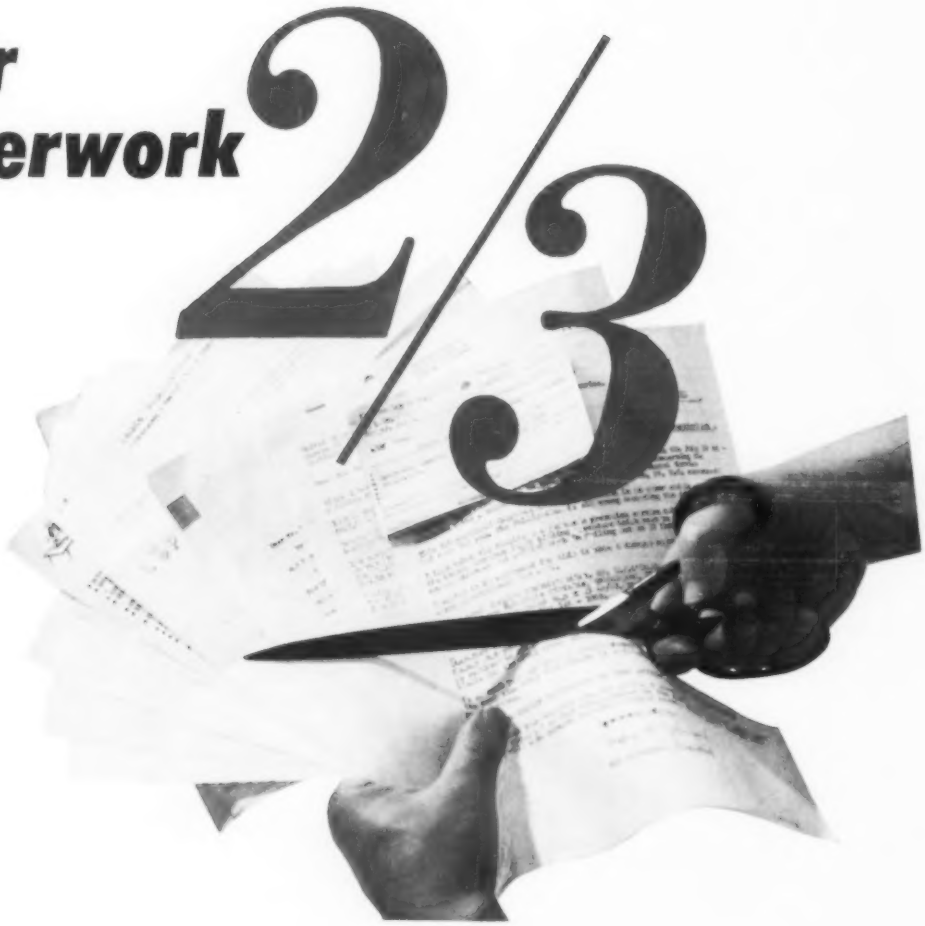
UNITED STATES
GOVERNMENT PRINTING OFFICE
DIVISION OF PUBLIC DOCUMENTS
WASHINGTON, D.C. 20402

OFFICIAL BUSINESS

PENALTY FOR PRIVATE USE TO AVOID
PAYMENT OF POSTAGE, $300
(GPO)

First-Class Mail

cut your paperwork 2/3



If your subscription to this magazine expires this month – and the chances are 1 in 5 that it does – renew for 3 years instead of 1

P.S. Airmail delivery will cost you less than 45¢ a copy.

Use coupon inside this cover

U.S. DEPARTMENT OF COMMERCE / Bureau of International Commerce